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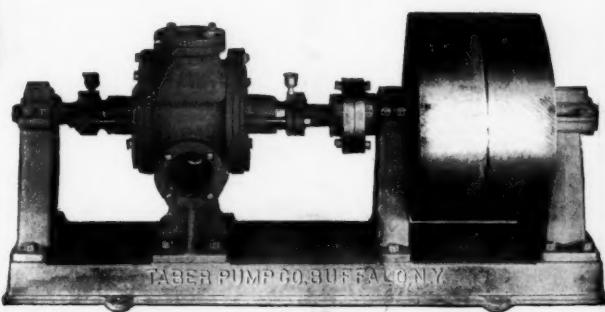
PUBLISHED EVERY SATURDAY

NOVEMBER 18, 1916

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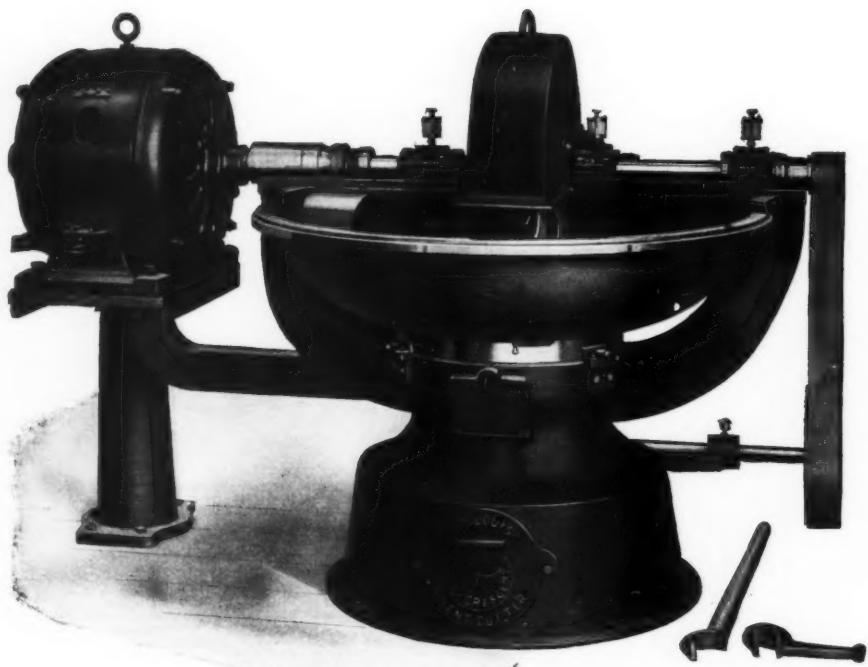
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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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New York and Chicago, November 18, 1916.

No. 21.

MEAT SUPPLIES IN OCTOBER.

Official reports of receipts of meat animals at seven leading points in October indicate largely increased marketing, compared to a year ago. Cattle receipts at these seven markets were 350,000 head greater than a year ago, hog marketing was 675,000 more, and receipts of sheep and lambs were 430,000 more than in October, 1915. Of course these figures include animals sent to market for re-shipment as stockers and feeders, and also represent heavy liquidation of thin stock, due to high feed cost.

For the ten months of the year, including October, cattle receipts at these seven markets were 1,180,000 greater than for a like period of 1915. Hog marketing was 3,300,000 in excess of the same period last year, and sheep and lamb receipts were 600,000 greater.

A synopsis of receipts at seven points in October is as follows, with totals compared with those of last year:

	Cattle	Calves	Hogs	Sheep
Chicago	332,339	35,052	781,023	577,554
Kansas City	362,537	30,854	270,633	239,655
Omaha	225,779	*	122,792	530,663
St. Louis	157,509	*	231,734	57,164
St. Joseph	57,925	6,333	161,961	76,951
St. Louis	89,103	3,113	99,596	63,449
Fort Worth	100,576	26,765	67,851	25,276
TL Oct. '16	1,326,068	103,017	1,735,610	1,569,342
TL Oct. '15	968,388	72,227	1,043,668	1,141,710

Receipts for ten months ending October, 1916:

	Cattle	Calves	Hogs	Sheep
Chicago	2,125,465	442,530	6,097,666	3,505,711
Kansas City	1,800,394	121,286	2,464,890	1,527,034
Omaha	1,157,570	*	2,504,689	2,652,918
St. Louis	927,825	*	2,346,618	586,974
St. Joseph	360,102	28,679	1,643,348	691,271
St. Louis	473,398	19,083	1,629,194	234,435
Fort Worth	713,937	129,015	865,112	575,556
TL 10 mos. '16	7,569,231	740,503	18,342,150	9,580,199
TL 10 mos. '15	6,389,381	606,860	15,045,947	8,985,645

*Calves not separately reported.

ROADS TO TEST 8-HOUR LAW.

Suits to have the Adamson eight-hour law declared unconstitutional and asking injunctions to prevent its being put into effect were filed by the New York Central, Erie and the Pennsylvania railroad companies this week, and following filing of like suits by other leading railroads it is said at least 5,000 of these suits will be brought. Simultaneously it was learned that railway executives, who from the beginning of the controversy with the "big four" brotherhoods have taken a prominent part in all important negotiations with President Wilson and their labor leaders, regarded the developments of the past few days as regards the Adamson law as a serious situation which once more confronts this country. It was said that none of the leading railroad presidents would be surprised if a country-wide strike was called within the next few weeks.

COMMERCIAL BODIES ON RAILROAD SITUATION

Chamber of Commerce Council Takes Up Matter at Meeting

Reflecting the interest of the country at large are resolutions coming into Washington from trade bodies requesting further action by the Chamber of Commerce of the United States on the railroad situation. The requests are a forerunner of a meeting of the Chamber's National Council, to be held in Washington the latter part of this week at which there promises to be a vigorous discussion of all phases of the railroad controversy, including proposed anti-strike legislation.

In addition to the National Council meeting on November 17 and 18, provision has been made by the National Chamber for a committee to study the railroad problem in all phases pursued by the joint congressional committee, of which Senator Newlands is chairman, and which is to convene in Washington on November 20.

The petitions from trade organizations appear to represent no particular section of the United States more than another, and national as well as local bodies are being heard from. Many are in response to a broadcast invitation from the Railway Business Association and the New York Merchants' Association to other commercial bodies to join in a request for action by the National Chamber.

A Single Controlling Railroad Commission.

The Railway Business Association favors an investigation upon correction of defects in the system of railway regulation. They advocate especially that the national government should on behalf of the states regulate instrumentalities of interstate commerce except in those spheres which are distinctively a state matter. Also that Congress, in order to keep regulation close to the people, should create regional sub-commissions, appointed by the President and subordinate to the Interstate Commerce Commission, to conduct administration over areas corresponding to traffic movement.

Finally, it is recommended that Congress, having chosen to leave to private capital the function of providing the people with rail highways, should insure reasonable extensions of such highways into new regions, as well as the improvement of existing roads, by declaring it by statute the policy of the government to permit such a system of rates as will yield earnings sufficient to attract investment for new construction.

An Anti-Strike Plan Outlined.

The Merchants' Association, of New York, has sent to other commercial organizations throughout the country copies of a pamphlet containing the resolutions adopted by the Asso-

ciation in support of the plan for preventing the interruption by strikes of the operation of public utilities, together with an outline by Henry R. Towne, of New York, telling how the plan might be carried into effect.

Briefly, it provides for the enforcement of a contractual relation between employers and employees on public utilities. It is suggested not so much as a final solution of this important question, although the Merchants' Association hopes it may prove to be such a solution, but as a means of bringing the matter forward for discussion.

The Association has asked the Chamber of Commerce of the United States to submit the question to its constituent members in the form of a referendum, in order that the sentiment of the business men of the country may be ascertained. It has also asked other organizations to join in requesting such a referendum.

The Merchants' Association of New York has declared in favor of giving the federal government, through the Interstate Commerce Commission, control over railroad rates and regulation within state limits. This would do away with a large number of vexatious matters arising from the conflict between federal and state authorities over lines of transportation. The Merchants' Association is in favor of the federal incorporation of railroads; federal supervision of the issue of securities by interstate carriers; the enlargement of the Interstate Commerce Commission so as to enable it promptly and adequately to perform its functions; and strongly opposes government ownership of public utilities.

Commercial Organizations Discuss Situation.

Typical of the manner in which commercial organizations all over the country are discussing the railroad situation at the present time is the expression of Charles F. Weed, president of the Boston Chamber of Commerce. He said:

"Strikes and lockouts must cease. It is my hope that the Boston Chamber of Commerce may assume the leadership in proposing and securing legislation which will sound the death knell of strikes and lockouts in public service corporations in Massachusetts. It should also do its part toward securing national legislation to the same end with regard to public service corporations engaged in interstate commerce."

Early indications are that the National Council meeting in Washington will be largely attended.

November 18, 1916

BRITISH TO HAVE FOOD DICTATOR.

Cable advices from London this week state that Walter Runciman, president of the Board of Trade, in a speech in Parliament outlined the Government's proposal for dealing with the food problem. The speech of Mr. Runciman had significance, aside from its actual context, as showing that the government was looking forward to protracted hostilities and foresees the necessity of measures for insuring the national food supply by an effective organization of national resources in a similar manner to that adopted in enemy countries.

Mr. Runciman, in a speech, announced the imminent appointment of a food controller with full power over all departments concerned in food supplies, and immediate measures to restrict the luxurious use of sugar, to prevent waste and the making of large profits in potatoes and milk and forbidding the milling of pure white flour. He said also that the government would ask new powers under the Defence of the Realm act to deal with all attempts to exploit public necessities.

These measures, Mr. Runciman explained, would be temporary, but if they were found insufficient it might become necessary to have recourse to food tickets.

In opening his speech, Mr. Runciman admitted that the time had arrived when the government must regard the question of food supplies as a war problem, declaring that the strain the country would have to bear next year would be mainly in connection with the food supply. He was only able to express the sure and certain hope that, however tragic it might be, the strain was still more severe in Germany and Austria.

Dealing with the wheat question, Mr. Runciman said the government had taken full advantage of the abundant harvests of Canada and Australia, which had been augmented by an enormous production in the United States, but that next year the country would have to depend to a large extent on Australia. Arrangements with Australia, he added, were rather a question of stimulating, not production, but transport.

Already a large block of tonnage had been requisitioned and was on its way to Australia, Mr. Runciman continued. The transport difficulty had been enhanced by the need of coming to the assistance of France and Italy, but the government had taken the right step in regarding that the whole of the Entente Allied wheat shipment should be dealt with by one requisitioned fleet. He emphasized the importance of transport and the absolute necessity of shipping being regarded as serving the national interests when it was convoying food to the Kingdom.

Mr. Runciman also referred to the constant difficulty and anxiety of satisfying in this respect the conflicting interests of the naval and the merchant service, especially considering the fact that Great Britain was called upon to provide not only for its own needs, but those of her Allies. He said he saw no reason why at the end of this year the production of shipping for the preceding six months should not approach 500,000 tons.

Announcing that he was making arrangements for a pooling of engineering effort on the Tyne and elsewhere, Mr. Runciman said the government must "make the plunge" in this matter for the provision of more merchant ships was most urgent.

The speech of the president of the Board of

Trade was welcomed in all parts of the House. Sir Edward Carson, on behalf of the opposition, and George J. Wardle, for the laborites, agreed that the House was ready to grant the power asked without the formality of a bill.

MEAT INSPECTION CHANGES.

Recent changes in the federal meat inspection service are reported as follows:

Meat inspection inaugurated.—Baker Packing Company, 4856-4864 South Halsted street, Chicago, Ill.; *Old Home Farm Products Company (Inc.), Richland Center, Wis.; Walker Properties Association, 502 West Third street; mail, 301 West Fourth street, Austin, Tex.; *A. L. Brown Farm, Nisqually, Wash.

Meat inspection discontinued.—Ziegler & Company, Plum and Elder streets, Cincinnati, Ohio; *The C. Kalbitzer Packing Company, 4128 Water street, Wheeling, W. Va.; *Jacob C. Shafer Company, 2212 West Lexington street, Baltimore, Md.; *Farmers Co-Operative Packing Company, of La Crosse, 300-310 South Front street, La Crosse, Wis.; *North Portland Serum Company, North Portland, Ore.

Meat inspection reinaugurated following suspension.—*Deerfoot Farm Company, Southboro, Mass.; Henry Strecker, 2066 East Tioga street, Philadelphia, Pa.; P. D. Hughes, 558 Berkeley street, Camden, N. J.; *A. Darlington Strode, West Chester, Pa.; W. W. Rose, 175 Pennington avenue, Trenton, N. J.; D. M. Bodine, 32 South Stockton street, Trenton, N. J.; *Clement E. Aiken (Inc.), Media, Pa.; Cincinnati Delicatessen Supply Company, 217 Walnut street, Cincinnati, Ohio; Thomas Harris, 443 West Forty-fifth street, New York, N. Y.; *S. M. Holtsinger Company, South Cumberland street, Morristown, Tenn.; American Kitchen Products Company, 281-283 Water street, New York, N. Y.

Meat inspection temporarily suspended.—*Independent Packing Company, Sioux City, Iowa; Merrell-Soule Company, Syracuse, N. Y.

Conducts slaughtering.*CLEAN CLOTHES FOR MEAT HANDLERS.**

Notice concerning the clothing of those who handle inspected meats is given by the Federal authorities as follows:

Paragraph 4 of section 7, regulation 8, B. A. I. Order 211, provides that "aprons, frocks, and other outer clothing worn by persons who handle any meat or product shall be of material that is readily cleansed, and only clean garments shall be worn." Attention is directed to the scope of this requirement, which applies not only to the outer clothing worn by employees of the establishments, but also to that worn by other persons, such as customers who enter coolers and handle or come into contact with meat. The bureau urges that owners and operators of official establishments demand full compliance with this rule.

RATES ON HOGS SUSTAINED.

The application of Armour & Company for a rehearing of their complaint against the Chicago & North Western Railroad, alleging an unreasonable rate on hogs from Sioux City to East St. Louis, has been rejected by the Interstate Commerce Commission.

HEARINGS ON DRESSED POULTRY.

Hearings on the official requirements for dressed poultry for export will be held in Kansas City, in the federal building, at 10 a. m., December 6, before Examiner Bell, of the Interstate Commerce Commission.

HIGH PRICES ABROAD ALSO.

Prices in foreign countries continue to advance just the same as in the United States, and for the same reason. A compilation by the foreign trade department of the National City Bank of New York, issued this week, showed that prices abroad on a large percentage of the articles imported into the United States had advanced greatly since the outbreak of the European war. The compilation, which covered a considerable variety of articles, including foodstuffs, manufacturing materials, and manufacturers, showed that the most striking advances had occurred in foodstuffs and manufacturing materials.

"You would scarcely expect," said the bank's statement, "that the natives of Haiti and Jamaica, which furnish most of our logwood, could be so fully 'onto' the situation as to demand, and get, three times the price per ton for their logwood as they did before the war, but they are demanding it and getting it. The indigo growers and merchants of India, Java, and San Salvador are demanding and getting ten times as much per pound for indigo as they did before the war. Chinese and Japanese silk growers are getting double the prices prevailing prior to the war, and 'fresh' eggs crash into the United States at double the prices of two years ago. A recent statement by the American Consul General at Paris indicates that the imports of France in 1916 enter that country at prices about 90 per cent. higher than in 1914, and the exports leave that country at prices about 50 per cent. above the prices of 1914."

"The prices shown are those of the articles in the wholesale markets of the countries from which the merchandise is imported into the United States, or the actual selling price in the country from which the exportation occurs. The advance in the import price, therefore, does not include the advance cost added through the unusually high ocean freight rates. This general advance is the more striking when it is remembered that a large proportion of the merchandise imported into the United States is drawn from several different countries, and the increase in the average import price therefore, represents the average price increase the world over."

Among the advances taking place the past two years, as enumerated by the bank, where India rubber, 50 per cent.; goat skins, slightly more than 50 per cent.; copper, from 14 cents to 32 cents per pound; pig iron, from \$34.50 to \$101.32 per ton; tin plate, from 3.2 cents to 11.2 cents per pound; raw silk, which a year ago was exported to this country at \$2.73, is now \$4.67 per pound; chemical wood pulp, unbleached, from \$36.95 to \$49.78 per ton, and bleached wood pulp, from \$49.20 to \$85.18 per ton. Combing wool, which was exported to America at an average of 24.4 cents a pound in the month before the war, was 37.9 cents in July last, while carpet wool jumped from 16.7 cents per pound to 23.4 cents in August, 1916.

Among the food supplies named as coming in for stiff advances were macaroni, cocoa, currants, sugar, mackerel, cheese, and eggs. The dependence of this country on China for eggs was shown by statistics prepared by the bank. The importation of eggs alone from China in the fiscal year 1915, was 2,035,862 dozen, and in 1914, 1,875,365 dozen. This did not include the yolks of eggs and frozen eggs, of which the importations from China in 1915 were 7,067,085 pounds.

MEAT SITUATION IN THE UNITED STATES

Production, Consumption and Prices as Shown by Statistics

By George K. Holmes, U. S. Bureau of Crop Estimates.

(Continued from last week.)

[EDITOR'S NOTE.—This report, the most important result of the appointment of the Galloway Commission several years ago, was summarized in a recent issue of *The National Provisioner*. Showing, as it does, that meat production has not kept pace with consumption, it will be of the greatest interest to producers and consumers alike.]

EXPORTS OF NINE SURPLUS COUNTIES.

Meat is a food of high importance in meat-eating countries, but half the people of the earth eat little meat. The Asiatics, except the Siberians, are in this class. The meat eaters are conspicuously of Teutonic, Scandinavian, Slavic, Celtic, and Latin descent.

The countries having much surplus of meat for export are all meat-eating countries and are few in number. Nearly all of these countries derive their surplus beef and mutton from cheap land and the range, and in the United States the surplus pork and pork products are largely derived from corn.

Substantially all of the meat-surplus countries of the world are Argentina, Australia, Canada, Denmark in the specialty of bacon, Mexico (naturally), New Zealand, the United States, and Uruguay; Russia, really a deficiency country, is for the present purposes treated as a surplus country on account of its gross exports and potentiality, and is included with the foregoing eight countries.

There are other countries that have a relatively small surplus, Paraguay and Madagascar, for instance, and many other countries that export relatively little while importing more, for example Germany and Italy; but the few countries of small original export movement all combined do not make a total of meat exports that is worth consideration, and of course the countries that import more than they export are countries of deficiency in meat production.

The nine countries with sufficient meat surplus to be worthy of consideration, as providing nearly all of the world's export trade in meat, supply many interesting facts with regard to this subject, some of which will be briefly examined.

In compiling statistics of the exports of meat animals, meat, and meat products from nine principal countries, the information has been taken from the official reports of those countries, and the period covered extends back to 1895 wherever possible. The classification of meat and meat products in these countries is far from being uniform and is often elaborate. Comparability of countries would be possible only to a small extent if the statistics were compiled in the original classification. To secure comparability, all classifications have been reduced to three great classes, namely, "Beef (or other meat), fresh, chilled, and frozen"; "Fats and oils"; "Other."

Meat that is fresh, chilled, or frozen fills a place in trade very different from that of meats that are cured, pickled, salted, dried, or otherwise preserved, and consequently is placed in a class by itself, and the meats that have been prepared for indefinite keeping are included in the class of "Other." A separate class is made for "Fats and oils" on account of their characteristic general nature, and because they have more persistently forced their way into international trade than meats have done.

The export of live meat animals has been

somewhat handicapped by the fact that diseases have gone with the animals. For this reason the United Kingdom and other countries have at times excluded cattle from Argentina, Canada, and other countries. While in the earlier days of the beef-cattle industry in surplus countries cattle had to be exported, if at all, alive for want of adequate slaughtering and meat-exporting facilities, in later years the cheaper cost of transporting meat than live cattle, the highly organized and efficient slaughtering and exporting facilities, and the practical exclusion of live meat animals from international trade have combined to reduce the export of live meat animals to very small proportions compared with the amount of meat and meat products in this trade.

LIVE ANIMALS—CATTLE.

The nine exporting countries covered by this compilation exported about 1,000,000 cattle from 1895 to 1906, after which year the number remained at about 800,000 until 1912.

United States.

About one-third of the exported cattle of the nine countries went from the United States in 1895, and the fraction increased to about three-fifths in 1904-6, after which there was a rapid decline almost to extinction in 1914. As many as 593,409 cattle were exported from this country in 1904 and as few as 18,376 in 1914.

The bulk of the cattle shipments from the United States has been to the United Kingdom, yet there has been a perceptible movement into Canada, and from 1895 to 1906 into Cuba.

Other Countries.

Argentina exported 400,000 cattle in 1895 and the number declined to 61,000 in 1908, from which there has been some recovery to 225,000 in 1913. Canada's exports of cattle were as high as 213,000 in 1898, but the number has steadily declined to 44,000 in 1913. After the markets of the United States were opened to foreign cattle in 1913 the Canadian exports rose to 219,729 cattle in 1914, followed by 185,903 cattle in 1915 (years ending March 31), almost entirely to the United States. The cattle exports from Mexico have varied considerably, going as high as 314,000 in 1897 and as low as 46,000 in 1907. In later years the number increased and amounted to 282,000 cattle in 1912.

From Uruguay as many as 203,000 cattle were exported in 1909, but the number was usually much less for each year as far back as 1895. In 1912 the number was 77,000.

From all other of the nine countries the cattle exports have been of very small proportions.

Percentage Contributed by Each Exporting Country.

If the total cattle exports of the nine countries are thought of as 100 per cent., the cattle exports from Argentina and Mexico had increased so as to be about one-third each in 1912, the Canadian exports had decreased so as to be about 8 per cent. in that year, the exports from Uruguay about 10 per cent., and from the United States about 13 per cent.

LIVE ANIMALS—SHEEP.

The sheep exports of the nine countries 20 years ago were about 50 per cent. greater than those of cattle, or about 1,500,000, but the number has dwindled more than the number of cattle has, so that by 1911 it has become 535,000, from which there was some recovery to 695,000 in 1912.

United States.

From an export of 406,000 sheep in 1895 and 492,000 in 1896 from the United States, the number declined to 45,000 in 1910, but afterwards increased to 187,000 in 1913 and 153,000 in 1914.

Nearly a quarter of the exports of sheep from the United States went to Canada in 1895-1904, and the fraction increased to 94 per cent. in 1913. The United Kingdom received nearly all of the remaining exports, taking more than one-half of them from 1895-1909 and as small a fraction as 1 per cent. in 1913.

Other Countries.

Sheep exports from Argentina have declined from 500,000 and over during 1895-1899 to about 100,000 in very recent years; Canadian sheep exports have declined from 300,000 or 400,000 to 14,000; Mexican exports have varied enormously and were 7,000 in 1911 and 23,000 in 1912; from Russia these exports have declined from 100,000 in 1895 to 26,000 in 1912, but from Uruguay they have increased since 1900 so as to reach 320,000 in 1912. From Australia and New Zealand live sheep exports have been small, as also from all of the unmentioned nine countries.

LIVE ANIMALS—SWINE.

The international movement of swine has been very small, and from 1895 to 1912 ranged from 78,000 to 160,000. The United States exports were as high as 59,000 in 1906 and as low as 4,000 in 1903, and most of these during the whole period since 1895 went to Cuba. Most of the swine exports of the nine countries have gone from Russia; the United States stands second but much below, while Mexico and Canada are of less importance.

(To be continued.)

SUSPENDS LIVESTOCK INCREASES.

The Interstate Commerce Commission has ordered the suspension until March 1, 1917, of an attempted schedule, increasing the rating on livestock in less than carload lots, on the following lines in and around Detroit:

Detroit United Railway: Detroit, Monroe & Toledo Short Line Railway: Detroit, Jackson & Chicago Railway: Detroit, Almont & Northern Railroad: Rapid Railway System: West Chester, Kennett & Wilmington Electric Railway Co. Further, the Commission will investigate the propriety and lawfulness of the proposed schedule, and has so notified R. N. Collyer and A. L. Neereamer, agents of the carriers. In the meantime, the present rates will stand, and cannot be altered pending the investigation and findings of the Commission.

INSPECTION OF BEEF ROUNDS.

Federal meat inspectors have been notified that in the future the instructions published in Service and Regulatory Announcements of September, 1915, relating to the inspection of casings, shall be held applicable to beef rounds as well as to beef bungs and middles.

PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.]—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and the inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.

PACKING AND USE OF HOG MELTS.

The following inquiry comes from an Eastern subscriber:

Editor The National Provisioner:

Please give us information concerning the packing and use of hog melts.

Melts from hogs, cattle or sheep are used fresh in the manufacture of sausage, and may be pickled or frozen as desired. Fish hatcheries use considerable quantities of melts for feeding small "fry." We are informed that the Chinese consider melts a great delicacy. Melts should be thoroughly washed in cold water, drained and chilled.

DEFINING MESS AND PLATE BEEF.

An inquiry from the West is as follows:

Editor The National Provisioner:

What are mess and plate beef? Please give directions as to preparation.

As a rule regular mess beef is made only on special orders. Mess beef nowadays is cut from chuck and plates, and sometimes when there is a surplus rumps and flanks are put in, one in each barrel of 200 pounds. There is no stated number of pieces to the barrel, but they should run as near 8 to 10 pounds each as possible, and should be about two-thirds chuck and one-third plate meat. This material should be packed in full strength, pickle with 6 ounces salt-peter, or double-refined nitrate of soda, and with coarse salt in each end of the barrel.

Plate beef is packed in two grades, plate beef and extra plate beef, according to quality. The pieces should weigh as nearly 8 pounds each as possible. It is packed the same as mess beef as regards weight, salt and salt-peter.

OLEOMARGARINE FORMULAS.

A reader in the West writes for information as follows:

Editor The National Provisioner:

Could you give me information concerning formulas for making oleomargarine; say, one or two formulas of different grades?

Butterine formulas differ, according to price obtainable in different locations. In the higher grade goods cottonseed oil is not used, and cream is substituted for milk. Oleo oil and neutral lard is used in all qualities.

A cheaper butterine formula would be, say, for a 1,000-lb. batch: 150 lbs. milk, 200 lbs. P. S. Y. cottonseed oil, 350 lbs. neutral lard, 300 lbs. of oleo oil, and salt to taste, possibly 5 to 6 per cent. more or less.

One of the best grades of butterine is composed of neutral lard, oleo oil, creamery butter, milk and cream in proportions, respectively, as follows: Neutral lard, 300 lbs.; oleo oil, 400 lbs.; creamery butter, 200 lbs., and 300 lbs. (70 and 30 per cent., respectively) of milk and cream. This will result in about 1,000 lbs. finished butterine.

Another cheap grade is composed of 100 lbs. Yellow oleo oil, 550 lbs. of P. S. Y. cottonseed oil, 100 lbs. oleo stearine, 200 lbs. butter oil, 4 cans of skimmed milk, 18 per cent. acid, and 125 lbs. of salt. Tintometer tests run from 4.75 to 5.25 red, and butterine from 3.50 to 5.25 red.

Another formula for the better grade of butterine, tintometer test 5.25 red, is as follows: 200 lbs. prime summer yellow deodorized cottonseed oil, 200 lbs. neutral lard; 600 lbs. of yellow oleo oil, 2 cans of cream, 18 per cent. acid and 17 per cent. butterfat; 3

cans of milk, 18 per cent. acid and 3.50 per cent. butterfat, and 125 pounds of salt.

Of course the manufacture of butterine absolutely demands experience. Consistency, flavor, titer, etc., all are to be carefully considered. It takes a fully qualified expert to make it successfully.

RECIPES FOR LIVER SAUSAGE.

A subscriber in Holland writes as follows:

Editor The National Provisioner:

I should be greatly obliged by your providing me with some recipes for liver pudding (sausage).

The following will be found an excellent formula for liver sausage: Fresh hog livers, 500 lbs.; scald 10 minutes in water 200 to 210 degs. Fahr. Fresh hog rinds, 100 lbs.; cook 1½ hours at 200 to 210 degs. Fahr. Fresh tripe, well cleaned, 350 lbs.; cook 5 minutes at 200 to 210 degs. Fahr. Back fat, 70 lbs.; scald 10 minutes at 200 to 210 degs. Fahr. Fresh pig snouts, 250 lbs.; cook 1¼ hours at 200 to 210 degs. Fahr. Chop and add the following: Jelly, 90 lbs.; onions, 10 lbs.; white pepper, 6 lbs.; flour, 40 lbs.; salt, 24 lbs.; marjoram, 3 lbs.; thyme, 1 lb. Stuff and cook 30 minutes at 190 degs. Fahr.

Another liver sausage giving good satisfaction was made as follows: Pickled hog heads, 94 lbs.; hog fat, 220 lbs.; ham skins, 30 lbs.; white pepper, 1 lb.; marjoram, ¼ lb.; onions, 9 lbs.; flour, 8 lbs.; water, 78 lbs. Stuff in 6 bundles beef rounds, 4 sets.

Another formula is as follows: Hog livers, 60 lbs.; hog fat, 220 lbs.; ham skins, 30 lbs.; white pepper, 1 lb.; marjoram, ¼ lb.; onions, 9 lbs.; flour, 8 lbs.; water, 78 lbs. Stuff in 6 bundles beef rounds. Finished weight, 337 lbs.

Liver sausage is a misnomer. It is impossible to make sausage out of liver alone. "Liver flavor" would be a better name.

Is there some problem in the operation of your plant that bothers you? Submit it to The National Provisioner and get the answer.

Still another piece of machinery that caught our eye was a Swenson evaporator that was built for a Louisiana plantation, and which is being brought here for installation in which name of the Santa Clara Province. Besides bearing the name of one of the front owners, there was the manufacture—1892. A quarter of a century's work in one factory, and still in shape to be exported speaks a lot not only in the material and workmanship that went into this piece of apparatus, but, also, for the efficiency with which it has operated.

10/2 8-10
J. G. [initials]

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BUTTER MAKERS BALK REFORM

At the convention of the National Creamery Buttermakers' Association, at Minneapolis, Minn., this week an attempt to endorse a demand for state laws requiring the pasteurization of all butter shipped into interstate commerce was shelved in short order by the butter lobby interests controlling the proceedings, headed by president J. J. Farrell of the association. Mr. Farrell is also president of the National Association of Food & Drug Officials and State Dairy and Food Commissioner of Minnesota. He is a notorious anti-oleo-margarine leader, also.

Newspaper reports state that conscientious members of the organization tried, as they have at past meetings, to secure action favorable to state laws, compelling pasteurization. They realized that reform in the marketing of dairy products would be forced if it was not voluntarily adopted. But their efforts were again fruitless, and the resolution was shelved with as little publicity as possible.

THE NATIONAL PROVISIONER.

An indication of the attitude of the interests controlling the dairy organizations was the speech of Prof. H. A. Harding, of the University of Illinois, and its reception. Professor Harding is reported as making this statement, which was received by the convention with loud applause:

"Fads for cleanliness have become an absurdity. This absurdity expresses itself in the delusion that flies are objectionable and ptomaine poisoning a hideous peril. Flies, even when present by the million, have never yet hurt a buttermaker's product, and there is not a single case on record showing that the bacteria found by the million in milk, ice cream, butter, or cheese indicate the presence of filth."

It was also stated that the speech which Prof. Harding delivered was not at all like the copy he gave to the press. The latter was conservative and avoided talk about dirty dairy methods. But what he said to the buttermakers, and which the official stenographer did not take down, was entirely different and would not suit the dairy interests were it to appear in print. The statement about flies and filth quoted above was a part of these unrecorded remarks.

In his remarks, he conceded that, inasmuch as tuberculosis is spread by raw butter, pasteurization should be practised in all creameries. But President Farrell allowed but three minutes for discussion of this point, after which the matter was quickly and quietly shelved.

Farrell is the man who prevented a hearing for the Alabama food commissioner's representative, Emmett A. Jones, at the Food and Drug Officials convention at Detroit, because Jones wanted to bring up this matter of official regulation of interstate traffic in dairy products. He has led the fight against reform in marketing dairy products right from the start.

Though he and his crowd dominated, they could not prevent other delegates from talking. Assistant Dairy Commissioner Wendt, of Michigan, is reported as declaring that, "of the 5,000 creameries in the United States only fourteen in Minnesota and sixteen in Michigan are producing Grade A butter, and for various reasons I don't want to talk too much about tubercular butter, I think you get me."

"The tuberculin test is absolutely necessary," said another. "I used to oppose it, the same as all the rest of you do, but six months ago I followed forty-nine of my condemned cows to the slaughterhouse and when I saw the horrible disease after the cows were opened up I realized that I don't want to eat any more tubercular butter. All of our farmers should be obliged to witness the sights. If they did they would stop their opposition to pasteurization."

Prof. J. H. Frantzen of Lincoln, Neb., is quoted as follows:

"Because of the rotten cream, old and bad,

which is accepted by our buttermakers, we have been producing stuff that accounts for the fact that the more particular Danes have been able to force American butter out of the oriental markets. We have got to ask Congress for a national law covering the interstate shipment of rotten cream for butter making. The present situation breeds a rank injustice against the producer of decent cream who sees the dirty stuff bringing the same price as the good stuff."

Minneapolis newspapers tried to smoke out the buttermakers on this subject, but did not succeed. The whole thing was suppressed.

NOT A BRIGHT PROSPECT

The crop situation is a matter of vital interest to everybody at this time, in view of the unprecedented rise in prices of all food products. The outlook as last reported by the Government is far from encouraging. The reports received by the Bureau of Crop Estimates, of the U. S. Department of Agriculture, show that the month of October has not improved the former poor crop outlook.

The late crops have now mostly matured and are largely harvested. The great staple, corn, which last month promised a crop slightly under the five year average, it is estimated, has fallen off 75,000,000 bushels. The potato crop, known last month to be short, is yielding 12,000,000 bushels less than was then expected, being only about four-fifths of an average crop.

The dry land sorghum grains, which have so often in dry years matured satisfactory crops when ordinary corn failed, were unable this year to successfully withstand the extreme and exceptional heat and droughts, and have yielded a grain crop but little over half as large as the big crop of last year. Buckwheat, thought two months ago to promise an average crop and still indicating last month a fair outturn, now shows the result of little more than two-thirds of a crop.

The production of beans is the lowest for several years, even less than the small crop of last year. Sweet potatoes are yielding about as anticipated, being a good crop. Flaxseed has about fulfilled expectations, with a crop larger than last year, but below the average. Apples and pears confirm their earlier promise, the former slightly above and the latter slightly below the average. The apple production is considerably below that of last year.

The mild, sunny weather of October, with generally deficient rainfall, has been favorable and in many sections ideal for maturing crops. And yet the results as shown are far below expectations, and a blow to the hopes of those who had looked for a turn downward in the abnormally high food prices. We may have many other things to fear but a crop shortage is the worst handicap that we have to deal with.

TRADE GLEANINGS

The White Provision Company will build an addition to their plant at Atlanta, Ga.

Swift & Company's branch house at Abilene, Texas, has been destroyed by fire.

The Victor Fertilizer Company, Camden, N. J., has been incorporated with a capital stock of \$100,000.

Swift & Company will improve and enlarge their plant at Denver, Colo., at a cost of \$500,000.

The Denver Stockyards Company, Denver, Colo., will extend its area and increase its capacity at a cost of \$250,000.

The plant of the Norfolk Hide & Tallow Company, Norfolk, Va., has been destroyed by fire.

The seed house of the Central Cotton Oil Company, Jackson, Miss., has been destroyed by fire.

Costello, Skinner & Walby, Inc., Portland, Me., to deal in livestock, etc., has been incorporated with a capital stock of \$1,000,000.

A storage warehouse will be erected on Hamilton and Torrence avenues, Pittsburgh, Pa., by the St. Louis Independent Packing Company.

The Elkland Tanning Company, Portland, Me., to manufacture and deal in hides, skins, leather, etc., has been incorporated with a capital stock of \$100,000.

Simon & Sherman have purchased a site on the northeast corner of Second and Chestnut street, Reading, Pa., and will erect an abattoir which will cost about \$100,000.

Fire of unknown origin destroyed the plant of the Enterprise Soap Works at Sixteenth avenue north, and N. C. & St. L. Railway, Nashville, Tenn. Loss estimated at \$75,000.

William G. Haensler, doing business as William G. Haensler & Company, sausage manufacturer at 2020 Chambers street, Milwaukee, Wis., has filed a petition in bankruptcy.

Swift & Company, of Brazil, have incorporated under the laws of Maine, to raise

and deal in livestock, prepare same for market, warehouse and storage business. Capital stock, \$500,000.

The United Products Sales Company, Inc., Hoboken, N. J., to conduct a brokerage and commission business in poultry, game, etc., has been incorporated with a capital stock of \$125,000.

The establishment of a packing plant at Norfolk, Va., with a daily capacity of 500 hogs and 75 head of sheep and cattle, and to cost about \$200,000 is interesting Walter Sharp.

Smith-Junior Company, Inc., Rochester, N. Y., to manufacture food products, has been incorporated by J. H. Smith, H. B. Smith, 713 Park avenue, and F. E. Bigelow, 56 Chestnut street, Rochester, N. Y.

Wilson & Company will immediately start the erection of a packing plant and distributing house at Jacksonville, Fla., which will cost \$125,000. The new structure will have a frontage on Bay street of 100 feet and will be 250 feet deep.

The United Disposal & Recovery Company, Portland, N. J., to deal in, collect, etc., municipal and domestic waste, garbage, and to manufacture fertilizers, oils, etc., therefrom, has been incorporated with a capital stock of \$500,000.

The N. H. Edson Company, Providence, R. I., to engage in the buying and selling of meats, etc., has been incorporated with a capital stock of \$7,000 by Nelson H. Edson, Fred Gardner and Fred O. Gardner, Jr., of Providence, R. I.

A permit has been granted to the Wolff Packing Company, Topeka, Kan., to erect a \$10,000 cattle shed and double deck cattle chute. The entire structure will be of reinforced concrete and is expected to be completed by December 1.

J. M. Thomson & Company, Inc., New York, N. Y., to manufacture preparations and dye-stuffs, soaps, etc., has been incorporated with

a capital stock of \$50,000 by J. M. Thomson, 2172 Concourse; G. Thomson, 758 West End avenue, both of New York City, N. Y., and A. B. Beiser, Sparta, N. Y.

SINCLAIR ADDS TO PACKING PLANT.

T. M. Sinclair & Co., Ltd., the Cedar Rapids, Iowa, packers, are increasing their killing and cold storage capacity. The ground has been broken for a cold storage building, 80 x 210 feet, four stories high. The building will include hog chill rooms for 5,000 hogs, also freezer and curing rooms.

This company is also adding materially to its refrigerating power, installing 200 tons capacity absorption machines. In addition to these items, there will be a new cutting floor, new loading docks and other general improvements and extensions.

CATTLE AND HIDE TRADE IN CUBA.

For many years, the raising of cattle has been one of the important industries of the island of Cuba, having been confined mainly to the Provinces of Camaguey, Oriente and Santa Clara. The rainfall is usually good and the ranches, some of which are quite large, have good grazing. The owners have done considerable during the last few years toward improving their stock, chiefly through the importation of registered animals for breeding purposes from the United States. The government does not keep an accurate register of the sale and purchase of stock, so that it is impossible to accurately or even approximately estimate the number of head of cattle on the island at present.

Cuban cattle could be exported either to the United States or Porto Rico with profit, but quarantine regulations are so stringent as to preclude it altogether.

There are no packing houses on the island. A refrigerating establishment of a limited capacity is maintained by one of the large firms in Havana for the purpose of supplying the local hotel and the steamship trade with frozen meat.

Only a very small proportion of the Cuban hides are tanned on the island. Practically all are exported to the United States, where there is a good demand and a steady price. During 1915 hides valued at \$488,748 were exported from this consular district to the United States.

After the Spanish-American war large importations of cattle were made from the United States, Porto Rico, Venezuela, Haiti, Santo Domingo, and Colombia. At first there was some anthrax and blak-leg, but through inoculation, largely under governmental supervision, these diseases have since been practically eradicated, and at present it may be stated, from general and reliable information, that there is no anthrax or other contagious disease in this section of Cuba.

The cattle industry with its recognized natural advantages on the island, where ranges can be purchased at reasonable figures, should be exceedingly profitable under expert supervision.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Trading Active—Market Irregular—Hog Movement Large—Quality Unsatisfactory—Feeding Costs High.

From the high level made on pork, prices reacted about \$1 a barrel, while lard and ribs worked down about $\frac{1}{2}$ c. a pound. The decline in the market seemed to be partly the result of less active speculative interest while there was evidence of a good deal of profit taking and the selling was rather persistent. The market was nervous and showed considerable irregularity. There is a great deal of confidence in high prices, possibly higher than those now prevailing and with the developments in the hog movement and hog supply the trade seems to be disposed to look for speedy recovery from declines. There is also every indication in the statistics so far to point to the continuation of large distribution. While the export movement may not increase to any extent over the past year, if it is maintained at last year's total it will mean the product of a great many hogs while the domestic distribution, notwithstanding the prices prevailing, appears to be maintained.

The country movement of hogs is quite liberal and packing has continued in very good volume. The interruption of Election Day told to some extent in the past week's

figures. The average weights are rather disappointing and the total for the past week was only 197 pounds, but this compares with 193 pounds a year ago. The demand for hogs for packing is good, however, and packers continue to buy steadily, although it is claimed that they are rather disappointed at the fact that hog prices are being maintained. The average for the past week at Chiengo was about 9.82, or $3\frac{1}{4}$ c. per pound higher than last year.

The question of feed costs is promising to be a serious one this winter. With cash corn still over the \$1 line in Chicago and at other interior markets and with the contracts for forward delivery between 95c. and \$1 there promises to be no cheap corn for fattening. At the present price of cash corn the cost of producing hogs is over 10c. a pound, and with the position of the forward contracts there seems to be no indication of any lower prices without a radical change in general conditions affecting the entire world situation. Feed stuffs of other kinds are high and while quotations are not relatively as high as corn still there is very little which can be substituted for corn to reduce the prices for the finishing of the hog.

The marketing is liberal and there is evidence that the country is disposed to sell rather freely considering the price of hogs and the price of feed stuffs. The movement of both hogs and product at the interior is

hampered by the traffic conditions. This situation as to the car supply applies not only to livestock and to product but to all articles, and distribution of everything would undoubtedly be larger with better railroad facilities. Talk of possible labor trouble over the question of enforcing the eight-hour law is beginning to attract attention and is entering as a disturbing factor into the situation.

The competitive price of edible fats is affecting the lard market. The persistent strength of cottonseed oil means high prices for compound lard. The other edible fats are strong and higher and there seems to be nothing which can be used for edible purposes which can tend to lower costs. The same condition applies to the case of meats. All forms of beef and mutton are very high, while poultry prices reflect the general situation and there is a great scarcity of eggs. A recent report claimed that the eggs in storage were 1,000,000 cases less than last year, partly due to the smaller supply this year and partly owing to heavy exports. The supplies which have usually been available for England from central Europe are entirely cut off, and the prices for articles of food in Germany are naturally taking the supplies of all contiguous neutral countries cutting off the amount furnished to France and England and turning that demand to America.

The export movement of hog products for the first two weeks of the season show quite a large total of meats. The shipments have been 45,000,000 pounds for the two weeks, and there has been an increase of nearly

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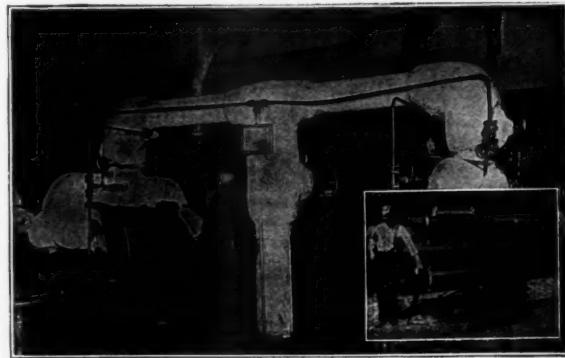
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CHICAGO



November 18, 1916

13,000,000 pounds over last year. The export movement of lard also shows a small increase. The latter is due to the small exports a year ago at this time, rather than any movement at present.

LARD.—The market has again been very steady. Trading has not been large, but the market has steadily hardened and changes in the market are on to a higher basis. The position is very firm. City is quoted at \$17.50; Western, \$17.40@17.50; Middle West, \$17.40@17.50; refined Continent, \$18.60; South American, \$19; Brazil, kegs, \$20; compound, \$14.75@15.25.

PORK.—The market is very firm. The spot position West is such that the offerings are light and the market is bare of any volume of offerings. Mess., \$31@31.50; clear, \$29@31; and family, \$32@34.

BEEF.—The market continues very firm. The demand is constant and with very limited supplies full prices have to be paid. Buying keeps up to such a volume that there is no chance under the present conditions to accumulate supplies. Mess., \$23@23.50; packet, \$23.50@25.50; family, \$25.50@27; extra India, \$38@40.

SEE PAGE 29 FOR LATER MARKETS.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to November 15, 1916:

HOGS.—Brazil, 2 hd.

BACON.—Belgium, 2,675,622 lbs.; Bermuda, 6,328 lbs.; Brazil, 5,060 lbs.; British Honduras, 47 lbs.; British India, 90 lbs.; Canada, 136 lbs.; Colombia, 64 lbs.; Costa Rica, 810 lbs.; Cuba, 76,393 lbs.; England, 3,472,958 lbs.; France, 2,433,665 lbs.; Jamaica, 312 lbs.; Mexico, 3,602 lbs.; Newfoundland, 19,021 lbs.; Norway, 464,786 lbs.; San Domingo, 16 lbs.; Scotland, 158,200 lbs.; Spain, 39,127 lbs.; Venezuela, 119 lbs.

HAMS AND SHOULDER.—Bermuda, 11,501 lbs.; British India, 100 lbs.; British West Indies, 115 lbs.; Colombia, 1,101 lbs.; Costa Rica, 393 lbs.; Cuba, 55,103 lbs.; Ecuador, 240 lbs.; England, 2,974,770 lbs.; France, 1,726,591 lbs.; Guatemala, 308 lbs.; Haiti, 5,092 lbs.; Jamaica, 1,850 lbs.; Mexico, 7,420 lbs.; Newfoundland, 265 lbs.; Nicaragua, 100 lbs.; Norway, 348,032 lbs.; Panama, 40 lbs.; Portugal, 16,250 lbs.; Scotland, 44,800 lbs.; Venezuela, 14,516 lbs.

LARD.—Belgium, 5,147,207 lbs.; Bermuda, 420 lbs.; Bolivia, 3,432 lbs.; Brazil, 6,777 lbs.; Chile, 7,375 lbs.; Colombia, 31,669 lbs.; Costa Rica, 500 lbs.; Cuba, 20,290 lbs.; Denmark, 26,461 lbs.; Ecuador, 4,739 lbs.; England, 1,758,364 lbs.; France, 2,373,723 lbs.; Haiti, 69,352 lbs.; Jamaica, 3,780 lbs.; Mexico, 51,972 lbs.; Nicaragua, 400 lbs.; Norway, 190,896 lbs.

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to European ports for the week ending Thursday, November 9, 1916, as shown by A. L. Russel's report are as follows:

Steamer and Destination.	Oil Cake, Bags.	Cottonseed Oil, Bbls.	Butter, Pkgs.	Bacon		Hams, Boxes.	Tallow, Pkgs.	Beef, Bbls.	Pork, Bbls.	Lard, Tcs. and Pkgs.
				831	2018	15	908	900	900	900
Headley, Liverpool										
Finland, Liverpool										
Philadelphia, Liverpool										
Baltic, Liverpool										
Vigo, Hull										
Galileo, Hull										
Oristano, Cardiff										
Clio, Amsterdam	2,3486									
Gothland, Rotterdam										
Noordam, Rotterdam	2,850	1,913								
Eurooon, Rotterdam										
Oscar II, Copenhagen	4,485	2,515								
Drammensfjord, Bergen										
Maagan Esbjerg (Den.)	1,838									
Eastville, Bordeaux										
Lennox, Bordeaux										
Lord, Erne, Bordeaux										
Allanton, Marseilles										
Calabria, Genoa										
Ioannina, Piraeus										
Total	32,650	4,528	12,950	21,514	317	18,463	80	14,643	5,117	

lbs.; Panama, 960 lbs.; Scotland, 5,600 lbs.; Venezuela, 109,347 lbs.

LARD COMPOUND.—Bermuda, 11,734 lbs.; British South Africa, 2,800 lbs.; Costa Rica, 925 lbs.; Cuba, 42,962 lbs.; England, 58,328 lbs.; Haiti, 54,370 lbs.; Jamaica, 3,836 lbs.; Mexico, 208 lbs.; Norway, 192,500 lbs.; Panama, 2,015 lbs.; Scotland, 34,779 lbs.

LARD OIL.—Mexico, 100 gals.

FRESH PORK.—Bermuda, 1,278 lbs.; England, 238,792 lbs.

PICKLED PORK.—Bermuda, 2,935 lbs.; Cuba, 3,000 lbs.; France, 45,000 lbs.; Guatemala, 111 lbs.; Haiti, 16,000 lbs.; Italy, 1,200 lbs.; Jamaica, 35,400 lbs.; Newfoundland, 43,502 lbs.; Norway, 10,000 lbs.; Venezuela, 300 lbs.

CANNED PORK.—Argentina, 5,700 lbs.; Costa Rica, 650 lbs.; France, 16,676 lbs.; Guatemala, 125 lbs.; Honduras, 252 lbs.

SAUSAGE.—Bermuda, 1,382 lbs.; British India, 4,344 lbs.; British South Africa, 1,260 lbs.; Colombia, 156 lbs.; Cuba, 4,177 lbs.; England, 29,729 lbs.; France, 49,830 lbs.; Gibraltar, 4,125 lbs.; Haiti, 1,149 lbs.; Jamaica, 109 lbs.; Mexico, 159 lbs.; San Domingo, 21 lbs.; Venezuela, 2,074 lbs.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to November 15, 1916:

CATTLE.—Bermuda, 67 hd.; Cuba, 1 hd.

BEEF, PICKLED AND OTHER CURED.—Azores, 81 lbs.; Belgium, 1,563,000 lbs.; Bermuda, 8,307 lbs.; Brazil, 360 lbs.; British South Africa, 2,000 lbs.; British West Indies, 500 lbs.; Canada, 20,000 lbs.; Costa Rica, 1,000 lbs.; Cuba, 2,000 lbs.; England, 23,410 lbs.; France, 74,433 lbs.; Haiti, 11,300 lbs.; Honduras, 500 lbs.; Jamaica, 7,600 lbs.; Newfoundland, 79,000 lbs.; Norway, 335,000 lbs.; Panama, 500 lbs.; Scotland, 27,868 lbs.; Venezuela, 5,400 lbs.

FRESH BEEF.—Bermuda, 25,225 lbs.; British West Indies, 184 lbs.; England, 635,590 lbs.

OLEOMARGARINE.—Bermuda, 3,770 lbs.; British West Indies, 1,156 lbs.; Colombia, 360 lbs.; Costa Rica, 720 lbs.; Guatemala, 1,500 lbs.; Haiti, 2,400 lbs.; Jamaica, 5,700 lbs.; Newfoundland, 3,000 lbs.; Panama, 4,860 lbs.

OLEO OIL.—Denmark, 17,234 lbs.; England, 282,789 lbs.; Newfoundland, 94,654 lbs.; Norway, 978,087 lbs.

STEARINE.—British South Africa, 6,700 lbs.; Colombia, 5,245 lbs.; Dutch West Indies, 25 lbs.; England, 3,333 lbs.; Guatemala, 626 lbs.; Russia in Europe, 56,959 lbs.; Venezuela, 113,360 lbs.

OLEO STOCK.—France, 158,690 lbs.

NEATSFOOT OIL.—British Honduras, 20 gals.; British South Africa, 20 gals.

OTHER ANIMAL OILS.—Costa Rica, 20 gals.

TALLOW.—Brazil, 11,120 lbs.; Colombia, 4,170 lbs.; France, 32,900 lbs.; Haiti, 426 lbs.; Honduras, 3,030 lbs.; Italy, 1,803 lbs.; Mexico, 11,750 lbs.; Peru, 30,368 lbs.; Salvador, 40,430 lbs.; Venezuela, 6,800 lbs.

CANNED MEATS (Value).—Argentina, \$9; Azores, \$25; Bermuda, \$2,480; British East Africa, \$120; British India, \$721; British South Africa, \$1,334; British West Africa, \$5; Canada, \$15; Colombia, \$121; Costa Rica, \$49; Cuba, \$447; Dutch West Indies, \$12; England, \$91,430; France, \$302,713; Guatemala, \$23; Haiti, \$76; Honduras, \$143; Italy, \$528; Jamaica, \$91; Mexico, \$841; Newfoundland, \$5; Panama, \$361; Portuguese Africa, \$91; San Domingo, \$21; Venezuela, \$294.

OTHER MEAT PRODUCTS (Value).—Bermuda, \$180; British India, \$1; British West Africa, \$19; British West Indies, \$30; Costa Rica, \$42; Cuba, \$385; England, \$41,974; France, \$1,711; Gibraltar, \$4,280; Guatemala, \$80; Haiti, \$342; Jamaica, \$47; Mexico, \$12; Panama, \$95; San Domingo, \$4; Venezuela, \$420.

EXPORTS OF DAIRY PRODUCTS.

Exports of dairy products from New York reported to The National Provisioner up to November 15, 1916:

BUTTER.—Bermuda, 16,834 lbs.; Bolivia, 348 lbs.; Brazil, 500 lbs.; British Honduras, 1,950 lbs.; British India, 560 lbs.; British South Africa, 400 lbs.; Colombia, 1,927 lbs.; Costa Rica, 613 lbs.; Cuba, 362 lbs.; England, 278,171 lbs.; Guatemala, 131 lbs.; Haiti, 18,283 lbs.; Jamaica, 6,606 lbs.; Mexico, 1,821 lbs.; San Domingo, 120 lbs.; Venezuela, 1,510 lbs.

EGGS.—Bermuda, 1,824 dz.; England, 87,890 dz.

CHEESE.—Bermuda, 3,679 lbs.; British Honduras, 120 lbs.; British India, 688 lbs.; Colombia, 404 lbs.; Costa Rica, 9 lbs.; Cuba, 2,896 lbs.; England, 226,033 lbs.; Guatemala, 20 lbs.; Haiti, 594 lbs.; Jamaica, 2,437 lbs.; Mexico, 3,338 lbs.; Norway, 3,750 lbs.; Panama, 3,900 lbs.; San Domingo, 100 lbs.; Scotland, 35,500 lbs.; Venezuela, 558 lbs.

EXPORTS OF PROVISIONS

Exports of hog products for the week ending Nov. 11, 1916, with comparisons:

To—	PORK, BBLS.		From Nov. 1, 1916,
	Week ending Nov. 11.	Nov. 13.	
United Kingdom..	170	45	190
Continent	205	200	310
So. & Cen. Am... .	243	768	670
West Indies	821	1,601	1,710
Br. No. Am. Col. ....	.....	206	643
Other countries... .	6	.....	6
Total	1,445	2,880	3,529

MEATS, LBS.

To—	MEATS, LBS.		From Nov. 1, 1916,
	Week ending Nov. 11.	Nov. 13.	
United Kingdom..	15,626,400	11,263,475	34,796,850
Continent	5,813,576	8,454,072	10,250,548
So. & Cen. Am... .	29,104	112,574	124,154
West Indies	157,491	434,628	274,067
Br. No. Am. Col.	5,250	4,276	32,449
Other countries... .	16,432	17,052	16,432
Total	21,648,233	20,286,377	45,494,500

LARD, LBS.

To—	LARD, LBS.		From Nov. 1, 1916,
	Pork, bbls.	Meats, lbs.	
United Kingdom..	3,182,244	3,901,260	6,139,754
Continent	2,516,141	5,007,447	8,063,020
So. & Cen. Am... .	844,463	594,215	1,645,114
West Indies	295,537	245,616	456,319
Br. No. Am. Col.	2,500	51,200	45,573
Other countries... .	240	235,226	3,044
Total	6,841,425	10,364,964	16,352,824

RECAPITULATION OF THE WEEK'S EXPORTS.

From	Nov. 1, '16.	Same time to date.	last year.	Changes.
Pork, lbs...	105,800	1,180,800	Dec.	484,000
Meats, lbs...	45,494,500	33,418,048	Inc.	12,086,452
Lard, lbs...	16,352,824	15,679,462	Inc.	673,362

COMPARATIVE SUMMARY OF EXPORTS.

From	Nov. 1, '16.	Same time to date.	last year.	Changes.
Pork, lbs...	105,800	1,180,800	Dec.	484,000
Meats, lbs...	45,494,500	33,418,048	Inc.	12,086,452
Lard, lbs...	16,352,824	15,679,462	Inc.	673,362

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The market has again made a new high level this week, there being some sales of City special tallow at 11½c. loose. Reports of larger production have not been of much assistance to tallow buyers. Further heavy production efforts are anticipated due to the high tallow prices and the high feeding costs of farm animals. Some authorities believe that while these efforts may ease the supply and demand situation at this time, the ultimate effect will be rather bullish.

Evidently the absorption capacity of tallow is greater than generally supposed. Higher prices for soap have not curtailed distribution according to large interests. Further advances in the manufactured product are contemplated in certain quarters and it is claimed that industrial prosperity and other conditions will work against any sharp curtailment in the demand.

Foreign tallow markets have been very firm, but no export business of importance is claimed here. At London, all offerings (1,580 casks) were absorbed at this week's auction sale at 1s. higher than prices a week ago.

Prime city tallow in the local market is quoted at 11@11½c., and city specials at 11½c. loose.

OLEOSTEARINE.—The liberal demand for compound lard continues, and as a result oleostearine is still showing a firm tone. There has been a fair trade claimed at a basis around 15½c.

OLEO OIL.—The market is very firm, with light trade this week. Offerings have been well taken off the market, and in the absence of business prices are nominal. Extras are quoted at 18¾c., and medium at 17¾c.

SEE PAGE 29 FOR LATER MARKETS.

PEANUT OIL.—The market is firm at full prices. Prices are quoted at 90@92c.

PALM OIL.—The position of the market is unchanged. Demand continues and dealers are steadily taking off supplies when obtainable. Prime red, spot, 12@12½c.; Lagos, spot, 12½@13c.; to arrive, —; palm kernel, 13@14c.

CORN OIL.—The market has again advanced. There has been further buying and demand keeps up at the rise. Supplies are not heavy and the position of other oils keeps the market position very firm. Prices at 12½@12¾c.

SOYA BEAN OIL.—The market is very firm for all grades. Demand has continued active and offerings are being steadily ab-

sorbed partly on the rise in cotton oil and the great strength of linseed oil. Spot is quoted at 11½@11½c.

NEATSFOOT OIL.—The market is very firm but quiet. For 20 cold test, 120@130; 30 do, 115@120; 40 do., 110@115.

COCONUT OIL.—The market has been strong with a steady demand. Offerings are small and steadily absorbed at full quotations. Prices are very firm at full prices. Ceylon, 13½@14c.; Cochin, 16@17c.

GREASES.—Prices continue firm for all grades with the market following the general strength of other fats. Yellow, 9½@10c., nom.; bone, 9@9½c., nom.; house, 9¾@10c.

FRESH MEAT AND OFFAL IMPORTS.

Imports of foreign beef into the port of New York during the past week totalled 36,471 quarters for export, compared to nothing last week and 38,053 quarters for export two weeks ago. Mutton imports totalled 2,000 quarters for export, compared to nothing last week. Other arrivals included 462 bbls. jerked beef, 425 casks cured beef, 2,499 casks tallow, 215 casks casings, 39 casks tripe, 26,171 packages of hoofs, bones, sinews, etc., and 5,746 bags of tankage, all from South America.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to November 17, 1916, show that exports from that country were as follows: To England, 79,950 quarters; to the Continent, 33,327 quarters; to the United States, 33,327 quarters. The previous week's exports were as follows: To England, 66,183 quarters; to the Continent, 16,787 quarters; to the United States, 42,711 quarters.

IMPORTS OF FRESH BEEF.

For the week ending November 11, 1916, the Government reports imports of fresh beef at the port of New York amounting to 18,975 pounds, the average value, according to estimates from the manifests, being 10 cents per pound. The previous week's imports totaled 57,530 pounds and averaged 10 cents per pound.

OCEAN FREIGHTS.

[Subject to change. Quotations given are shillings per ton and cents per 100 lbs.]					
	Liver-	Glas-	Rotter-	Copen-	Hagen.
	pool.	gow.	dam.	hagen.	
Beef, tierces	\$1.50	\$1.50	250c.	250c.	
Pork, barrels	1.50	1.50	250c.	250c.	
Bacon	1.50	1.50	250c.	250c.	
Canned meats	1.50	1.50	250c.	250c.	
Lard, tierces	1.50	1.50	250c.	250c.	
Tallow	1.50	1.75	250c.	250c.	
Cottonseed oil	1.40	1.60	250c.	250c.	
Oil cake .....	.70	.75	175c.	160c.	
Butter	1.75	1.75	300c.	300c.	
No rates to Hamburg.					

PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, November 16.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 18@79c.; green hams, 8@10 lb. ave., 18c.; 10@12 lbs. ave., 17½c.; 12@14 lbs. ave., 17½c.; 18@20 lbs. ave., 17½c.; green clear bellies, 6@10 lbs. ave., 17c.; 10@12 lbs. ave., 16c.; 12@14 lbs. ave., 16c.; 8@8 lbs. ave., 15½c.; 8@10 lbs. ave., 16c.; 10@12 lbs. ave., 16c.; 12@14 lbs. ave., 15½c.; S. P. rib bellies, 10@12 lbs. ave., 16c.; 12@14 lbs. ave., 16c.; S. P. hams, 8@10 lbs. ave., 18c.; 10@12 lbs. ave., 18c.; 18@20 lbs. ave., 19½c.; city steam lard, 17¾c.; city dressed hogs, 13¾c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 16c.; 10@12 lbs. ave., 15c.; 12@14 lbs. ave., 14c.; 14@16 lbs. ave., 13c.; skinned shoulders, 13½c.; boneless butts, 18c.; Boston butts, 15½@16c.; neck ribs, 3@4c.; spareribs, 10½@11c.; lean trimmings, 15c.; regular trimmings, 11c.; kidneys, 6c.; tails, 6@7c.; livers, 3c.; snouts, 4@4½c.; pig tongues, 14½@15c.

GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, November 16.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams.—Green, 8@10 lbs. ave., 16¾c.; 10@12 lbs. ave., 16¾c.; 12@14 lbs. ave., 16¾c.; 14@16 lbs. ave., 16¾c.; 18@20 lbs. ave., 16¾c. Sweet pickled, 8@10 lbs. ave., 17¾c.; 10@12 lbs. ave., 17¾c.; 12@14 lbs. ave., 17¾c.; 14@16 lbs. ave., 17¾c.; 18@20 lbs. ave., 17¾c.

Skinned Hams.—Green, 14@16 lbs. ave., 17¾c.; 16@18 lbs. ave., 17¾c.; 18@20 lbs. ave., 17¾c.; 22@24 lbs. ave., 17¾c. Sweet pickled, 14@16 lbs. ave., 17¾c.; 16@18 lbs. ave., 17¾c.; 18@20 lbs. ave., 17¾c.; 22@24 lbs. ave., 17¾c.

Picnic Hams.—Green, 5@6 lbs. ave., 13c.; 6@8 lbs. ave., 12½c.; 8@10 lbs. ave., 12½c.; 10@12 lbs. ave., 12½c. Sweet pickled, 5@6 lbs. ave., 13c.; 6@8 lbs. ave., 12½c.; 8@10 lbs. ave., 12½c.; 10@12 lbs. ave., 12½c.

Clear Bellies.—Green, 6@8 lbs. ave., 16½c.; 8@10 lbs. ave., 16c.; 10@12 lbs. ave., 16c.; 12@14 lbs. ave., 16c.; 14@16 lbs. ave., 15½c. Sweet pickled, 6@8 lbs. ave., 16½c.; 8@10 lbs. ave., 16c.; 10@12 lbs. ave., 16c.; 12@14 lbs. ave., 15½c.

WELCH, HOLME & CLARK CO.

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New York City

CAUSTIC SODA

COCOANUT OIL

TALLOW

GREASE

SODA ASH

PALM OIL

STEARINE

November 18, 1916

COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending November 16, 1916, and for the period since September 1, 1916, were:

	Week ending Nov. 16, 1916.	Since Sept. 1, 1916.	
From New York—	Bbls.	Bbls.	
Africa	23	681	
Argentina	24	662	
Australia	—	93	
Bolivia	—	36	
Brazil	14	619	
British Guiana	—	140	
Central America	18	236	
Chile	28	708	
Cuba	374	3,620	
Denmark	—	2,515	
Dutch Guiana	—	171	
Ecuador	—	8	
France	—	550	
French Guiana	—	184	
Haiti	12	38	
Italy	—	600	
Mexico	—	45	
Netherlands	—	18,662	
Newfoundland	—	178	
Norway	—	2,080	
Panama	195	584	
Peru	—	2	
San Domingo	104	794	
South America, other	—	1,495	
Sweden	—	3,400	
Uruguay	—	326	
Venezuela	6	10	
West Indies, other	7	1,867	
Total	805	40,964	
From New Orleans—			
Cuba	—	300	
Mexico	—	215	
Norway	—	7,750	
Panama	—	410	
Total	—	8,675	
From Philadelphia—			
Netherlands	—	5,847	
Total	—	5,847	
From Michigan—			
Canada	—	133	
Total	—	133	
From St. Lawrence—			
Canada	—	8	
Total	—	8	
From other ports—			
Mexico	—	4	
Total	—	4	
	Week ending Nov. 16, 1916.	Since Sept. 1, period, 1916.	
Recapitulation—	Bbls.	Bbls.	Bbls.
From New York	805	40,964	97,585
From New Orleans	—	8,675	19,561
From Galveston	—	—	1,659
From Baltimore	—	—	232
From Philadelphia	—	5,847	98
From Norfolk and Newport News	—	—	731
From Boston	—	—	1
From San Francisco	—	—	77
From Mobile	—	—	685
From Michigan	—	133	4,103
From Buffalo	—	—	276
From St. Lawrence	—	8	1,942
From Vermont	—	—	24
From other ports	—	4	—
Total	805	55,631	126,974

Is there some problem in the operation of your plant that bothers you? Submit it to The National Provisioner and get the answer.

OIL MILLING IN THE SOUTHEAST.

Peculiar Results of Seed Analysis—Prospects for Big Peanut Crush Next Year.
(Special Report to The National Provisioner from the Picard-Law Company.)

Atlanta, Ga., November 13, 1916.—In spite of the good quality of seed, milling results are decidedly below October, 1915. This is due almost entirely to the low nitrogen in seed, which necessitates sacrifice of good press work and separation in an effort to produce standard meal.

The standard efficiency of October work during the six years is as follows:

Press	Oct.	room work.	Separation.
1911	0.99	1.97	
1912	1.14	3.00	
1913	1.03	2.24	
1914	0.96	1.80	
1915	0.94	1.41	
1916	0.96	1.66	

This standard is based on .80 as being standard work for the press room and 1.00 as standard work in separation.

The available yield of October seed is as follows:

Available gals. oil.	Available lbs. 7½% meal.
44.7	908
44.2	849
44.4	846
44.7	870
45.7	877
45.7	829

The development in the composition of seed is rather peculiar. The analysis of the kernel indicates that the oil is slightly lower and the nitrogen a little higher. This is entirely offset by the fact that the percentage of hulls shows a decided increase. The kernel does not seem to be as well matured as earlier in the season, and we find quite a quantity of faulty seed. The percentage of meats for this October is 54.60 per cent. Last month it was 55.90 per cent., and last year 55.70 per cent. This shows a decline of 1.30 per cent. under last month for the Southeast, and in Georgia it is 1.80 per cent.

Taking the value of the products into consideration, the relative value of the composition of seed places them at least \$1 per ton under last October and \$1.10 under September of this season.

While the quality of crude oil is good, the color is entirely too high for the free acids. The refining loss is low and the flavor usually good.

We have analyzed a number of samples which show traces of lubricating oil. This evidently gets into the oil or meats in minute quantities at some machine or at the presses. It is a very serious matter and should be looked into most carefully, because it takes the smallest perceptible amount of mineral oil to ruin the color of cottonseed oil.

The peanut crush will not be as large in Georgia and Alabama as was expected. The interest in this work has grown so during the season that most of the mills are deeming it wise to hold their nuts for seed rather than crush them. This is particularly true in the districts that are being infested by the boll weevil. The outlook is that next season there will be a very large acreage of peanuts planted in the Southeast. Two years have been spent experimenting now, and it is quite evident that the mills are in a position to handle this subject intelligently.

SOUTHERN MARKETS

Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., Nov. 16, 1916.—Crude cottonseed oil sold the past week at \$8.60½, f. o. b., Carolina mills. Meal, \$38. Hulls, \$17 per ton. High prices are restricting business. Seed is \$1 per bushel.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., Nov. 16, 1916.—Crude cottonseed oil, 85c. bid. Meal, \$37. f. o. b. mills. Hulls, \$16.50, Atlanta, loose.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Nov. 16, 1916.—Prime crude cottonseed oil, 87½c. Prime, 7½ per cent.; meal, \$39.50. Prime hulls, \$15.50@16 loose, \$18 asked.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 16, 1916.—Prime crude cottonseed oil, 85c. bid. 86c. asked; mills offering sparingly above parity refined. Cake and meal unchanged. Hulls higher at \$16.50 loose, \$18.50 sacked, New Orleans.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Nov. 16, 1916.—Prime crude cottonseed oil today, 85c. Prime summer yellow, 90c. Prime loose cake, \$42, f. o. b., Galveston.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Nov. 16.—Quotations on chemicals and soapmakers' supplies are as follows: 74@76 per cent. caustic soda, 4½@4½c. per lb.; 60 per cent. caustic soda, 4½c. per lb.; 98 per cent. powdered caustic soda, 4½@4½c. per lb.; 48 per cent. bicarbonate of soda, 3c. per lb.; tale, 1½@1½c. per lb.; 58 per cent. soda ash, 3@3½c. per lb.; chloride of lime in bbls., 5@5½c. per lb.; chloride of lime in casks, 4½@5c. per lb.; silex, 2,000 lbs., \$15@20 per ton.

Prime palm oil, 12c. per lb.; clarified palm oil in bbls., 13½c. per lb.; genuine Lagos palm oil in casks, 13c. per lb.; palm kernel oil, 14@14½c. per lb.; yellow olive oil, \$1.05@1.10 per gal.; green olive oil, \$1.15 per gal.; Ceylon cocoanut oil, 13½@14c. per lb.; Cochin cocoanut oil, 16@17c. per lb.; green olive oil foots, 9¾@10c. per lb.; cotton oil, \$1.05 per gal.; soya bean oil, 11½@11½c. per lb.; corn oil, 12½c. per lb.; peanut oil, soapmakers, 5 per cent. acidity, 85@90c. per gal.

Prime city tallow, 11½c. per lb.; brown grease, 8½@9c. per lb.; yellow packers' grease, 9½@10c. per lb.; dynamite glycerine, 52c. per lb.; saponified glycerine, 42c. per lb.; crude soap lye glycerine, 41c. per lb.; chemically pure glycerine, 53c. per lb.

NEW CHICAGO PACKING PLANT.

Announcement of plans for another big packing plant for the Chicago Stock Yards district, this one to cost at least \$250,000, was made this week. Guggenheim Brothers, packers, have purchased from the John Eisner Company the property at the northwest corner of Forty-sixth and Loomis streets, containing 34,500 square feet of land, for a reported consideration of \$35,000. The purchasing company contemplates improving the property with a large packing plant which will contain approximately 150,000 square feet of floor space and will cost about \$250,000. The proposed plant will be located directly across the railroad tracks, adjoining the company's present plant.

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

Nervous Market—Prices at High Levels Most of the Time—More Talk of Substitution of Oils—Lard Market Firm—Compound Lard Demand Helped—Small Exports of Cotton Oil—Peace Reports Frequent.

Only one or two new elements have been injected into the cotton oil situation. As a rule, prices have been well held locally, and through the South. The occasional declines of a few cents a gallon were not without significance, yet it is natural for these declines to come and a few cents are not representative of a sharp loss with crude oil at 87c. or thereabouts and futures at New York bordering on the 13c. a pound level.

Something is being said of the railroad situation. It is feared that there may be a strike on many roads in the country growing out of the fight being made by railroad managers against the recent eight-hour law. Railroad strikes, threatened or actual, always lead to chaos. As far as cotton oil is concerned, no exceptional action is likely. Consumers who must have cotton oil supplies will doubtless be worried, and those in the trade who must deliver cotton oil will be vitally concerned.

The position of the South is also a matter

of much importance. There is a feeling in some quarters that with a strike threatened, Southern interests who have cottonseed and crude oil will be inclined to take advantage of the higher prices, and either sell their product before railroads suffer a tie-up or hedge by selling futures in the New York market. Naturally there is much indecision occasioned by the reports of impending railroad trouble, and opinions as to ultimate effects are numerous and diverse.

In the meantime the consuming demand for cotton oil has been fair. Compound lard has felt the stimulus of high prices in the animal lard market. There are some opinions expressed to the effect that compound lard trade this season will be 25 per cent. or more larger than that of last year. If distribution is of these proportions the bullish views will have been fulfilled.

The general sentiment in the cotton oil market is not one sided any more, however. Many bulls are to be located, but there are also more bears, and some in the trade who merely refuse to take kindly to the advances. It is realized that prices are high, very high comparatively, also that some of the "old time" houses are adverse to accepting fresh speculative business, and thus the speculative

demand is held in check. This unwillingness to cater to outside bulls on cotton oil is guardedly shown in heavy marginal demands. Then again, the various government inquiries as to the high cost of various food stuffs do not pass unnoticed in circles connected with the cotton oil trade.

As usual, the high prices for cotton oil are leading to some restriction in its consumption. Soya bean oil continues to be sold rather freely at Western coast points for delivery in many parts of the country. Peanut oil has been worked off easily and, according to private reports, compound lard and butter substitutes have taken important quantities of this oil instead of cotton oil. Tallow has risen to near 12c., but it is still preferred by soap makers. That economy is being practised in distribution of cotton oil is a foregone conclusion.

No improvement has been manifest* in the export buying. Better sales to Rotterdam have been claimed. Orders are not frequently seen, however, and actual shipments, as shown in tabulation on another page, are small. Peace rumors have been current, but it is hard to say just what effect peace negotiations would have on this market. Lard might be advanced and cotton oil be sym-

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AWARDED**

Chicago, 1893.
San Francisco, 1894.
Atlanta, 1895.
Paris, 1900. Buffalo, 1901.
Charleston, S. C., 1902.
St. Louis, 1904.

patriotically affected, yet it is realized that months may elapse between the inception of peace negotiations and the period when Germany and Austria will be able to receive supplies for replenishing stocks.

Closing prices Saturday, November 11, 1916.—Spot, \$12.60; November, \$12.60; December, \$12.61@12.62; January, \$12.59@12.61; February, \$12.60@12.65; March, \$12.63@12.65; April, \$12.64@12.68; May, \$12.71@12.72; June, \$12.70@12.85. Total sales, 18,100 bbls. Sales were: Prime crude, S. E., \$11.33 nom.; November, 400, \$12.65; December, 1,500, \$12.65 @12.62; January, 3,500, \$12.70@12.57; March, 7,900, \$12.72@12.62; May, 4,800, \$12.80@12.70.

Closing prices Monday, November 13, 1916.—Spot, \$12.65; November, \$12.67@12.95; December, \$12.70@12.73; January, \$12.74@12.76; February, \$12.76@12.80; March, \$12.81 @12.82; April, \$12.82@12.87; May, \$12.85@12.87; June, \$12.80@12.95. Total sales, 45,400 bbls. Sales were: Prime crude, S. E., \$11.33 nom.; November, 200, \$13@12.99; December, 1,700, \$12.75@12.65; January, 9,600, \$12.83@12.64; March, 21,700, \$12.90@12.71; April, 500, \$12.90@12.88; May, 11,700, \$12.97@12.75.

Closing prices Tuesday, November 14, 1916.—Spot, \$12.65; November, \$12.72@12.80; December, \$12.63@12.65; January, \$12.61@12.62; February, \$12.63@12.68; March, \$12.72 @12.73; April, \$12.78@12.79; May, \$12.79@12.80; June, \$12.80@12.90. Total sales, 35,700 bbls. Sales were: Prime crude, S. E., \$11.47 nom.; December, 3,400, \$12.75@12.58; January, 9,800, \$12.78@12.59; March, 13,500, \$12.88@12.67; April, 300, \$12.79; May, 7,700, \$12.92@12.79; June, 1,000, \$12.80.

Closing prices Wednesday, November 15, 1916.—Spot, \$12.85; November, \$12.85@12.87; December, \$12.70@12.75; January, \$12.72@12.74; February, \$12.74@12.78; March, \$12.84 @12.85; April, \$12.85@12.95; May, \$12.88@12.90; June, \$12.85@13. Total sales, 36,400 bbls. Sales were: Prime crude, S. E., \$11.47 nom.; November, 800, \$12.95@12.84; December, 6,000, \$12.61@12.50; January, 9,100, \$12.74@12.50; February, 1,900, \$12.50@12.54; March, 15,000, \$12.85@12.50; May, 3,600, \$12.89@12.69.

Closing prices Thursday, November 16, 1916.—Spot, \$12.50; November, \$12.55@12.85; December, \$12.64@12.67; January, \$12.64@12.65; February, \$12.64@12.68; March, \$12.70 @12.72; April, \$12.70@12.75; May, \$12.75@12.76; June, \$12.75@12.84. Prime crude, S. E., \$11.53 nom. Sales were: December, 900, \$12.84@12.65; January, 5,700, \$12.80@12.62; February, 100, \$12.65; March, 11,600, \$12.88 @12.69; April, 100, \$12.88; May, 14,000, \$12.93 @12.75. Total sales, 32,400 bbls.

SEE PAGE 29 FOR LATER MARKETS.

FOREIGN COMMERCIAL EXCHANGE.

New York, November 16.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 90 days.....	4.71 1/4
Cable transfers	4.76 1/4
Demand sterling	4.75 1/2
Commercial bills, sight	4.75 1/4
Commercial, 60 days.....	4.70 7/8
Commercial, 90 days.....	4.68 3/8
Paris—	
Commercial, 90 days.....	No quotations.
Commercial, 60 days.....	No quotations.
Commercial, sight	5.84 7/8
Bankers' cables	5.85 1/2
Bankers' checks	5.84
Berlin—	
Commercial, sight	No quotations.
Bankers' sight	69 1/2
Bankers' cables .....	.69%
Antwerp—	
Commercial, 90 days.....	No quotations.
Bankers' sight	No quotations.
Bankers' cables	No quotations.
Amsterdam—	
Commercial, sight	40%
Commercial, 60 days.....	40%
Bankers' sight	40%
Copenhagen—	
Checks	27.10

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GET VALUE FOR COTTONSEED MEAL OUTPUT

What An Advertising Campaign Can Do, Backed By Ample Funds

In its last issue The National Provisioner printed in full the analysis by Staples & Staples, of Richmond, Va., of the cottonseed meal market situation as it affects the cottonseed oil mills, and their outline of the possibilities of an advertising campaign to put the value of cottonseed meal before the feed buyers of the country. Following up this statement President George W. Covington of the Interstate Cotton Seed Crushers' Association has sent a second letter to members urging their support of such a campaign, and their aid in raising a campaign fund. He says:

Hazlehurst, Miss., Nov. 4, 1916.
To the Members of the Interstate Cotton Seed Crushers' Association:

Referring to my recent letter asking the mills for a contribution of two cents per ton on their last season's output of cotton-seed meal to be used in advertising this great feed concentrate to the feeders of this country and Canada, I have already received a large number of favorable replies, and one purpose of this letter is to urge immediate action on the part of those members who have not yet responded, so that we may launch the advertising campaign at once. Messrs. Staples and Staples have agreed to handle this work without any charge for their services, and I cannot urge upon you too strongly the importance of quick action.

I should have stated in my previous letter that this campaign will not be undertaken unless 75 per cent of the mills go into it, as I do not believe we can accomplish anything worth while with less than \$20,000. So you will understand that your subscription is not binding unless a sufficient number of mills support the proposition to give us a fund of at least \$20,000.

Don't hold back and wait for the other fellow to do the work and you get the benefit, but send in your subscription at once. Do your part in bringing about a better condition in our business.

Read carefully the attached article on the cottonseed products markets by one of the best posted men and most careful students of conditions affecting our industry in the country. I hope it will be helpful to you, as it has been to others, and if you would like to receive copies of these market opinions and statistical studies weekly during the season, let me know and I will endeavor to make the necessary arrangements for furnishing you with same.

This is indeed a time for co-operation among the mills in marketing the products made from inordinately high-priced seed, and if cool judgment and conservatism is practiced, we may yet be able to wind up the season without a loss.

Sign and mail your card for the advertising fund today.

Yours very truly,

G. W. COVINGTON, President.

The letter on cottonseed products markets referred to by President Covington was as follows:

Production and Consumption of Linters.

"In the recent letter on the linter market, I assumed that this year's crop of linters (excluding hull fiber) would be, roughly, 1,000,000 bales. This was based on the belief that this year's seed crush would be, roughly, equal to that of last year and that the close ginning of cotton would partly counterbalance the close delinting of seed.

"Some of the members of the Association, however, state that they think it likely that 1,250,000 bales will be delinted. I can scarcely agree with this very large estimate, but I give it here for the consideration of the members. It does now seem possible, however, that between 1,000,000 and 1,200,000 bales will be produced. But, as stated in my last letter on linters, the consumption bids fair to be more than even the larger of these figures. The monthly average consumption and ex-

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Venus, Prime Summer White
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Puritan, Winter Pressed Salad Oil
White Clover Cooking Oil
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COTTON SEED OIL

SPOT AND FUTURE DELIVERY

NEW YORK CITY

BROKERSON THE NEW
YORK PRODUCE
EXCHANGE FOR

THE PORTSMOUTH COTTON OIL REFG. CORP. OF PORTSMOUTH, VA.—AND—THE GULF & VALLEY C. O. COMPANY, LTD., OF NEW ORLEANS, LA

Will be pleased to quote prices on all grades of Refined Cotton Seed in barrels or loose in buyers or sellers tank cars, f. o. b. refinery
or delivered anywhere in this country or Europe.

ports of linters for the seven months ending August, 1916, was 114,200 bales, or at the rate of 1,370,400 bales for a twelve month period.

"The explosives exported from the United States during the eight months ending August, 1916, were valued at \$459,100,000, against \$181,778,000 for the entire year of 1915, and only \$65,911,000 for the eight months ending August, 1915. These figures show that the volume of exports of explosives has assumed massive proportions only in recent months.

"I still feel that linters should advance, but desire to explain that, when, in the former letter, I spoke of the possibility of some of the linters being consumed in other uses than in the manufacture of explosives, at 10c. or 12c. a pound, I had in mind good first-cut linters. It is interesting that linters have advanced slightly and that inquiries for them are now more frequent. Another indication that linters will be needed is the increasing orders for war supplies from the Allies, which have been given for deliveries as late as the third quarter of 1917.

"It has been stated that the officials of the Du Pont Powder Company would not bid the linters up on themselves. This is probably the reason why the price of linters is now so low. There are other munition plants, however, in the United States; and, more important, the Allies will probably take half of this year's linter crop. When the Du Pont people find that the linters are scarce and that the Allies will take them if the American munition plants do not bid up for them, the price will probably rise.

"During the six months ending August, 1916, some 260,000 bales of linters, or an average of 43,000 per month, were exported. This means that the Allies are only lately consuming large amounts of linters and that the Du Ponds now have competitors. It is hazardous to guess, but probably the Allies will take half of this year's crop. There should be more competition in the purchase of linters this year than last.

"Will other uses for linters be found? For the first six months of 1916, some 10 per cent. of the linters consumed in the United States was for other purposes than explosives. For the year ending June 30, 1914, moreover, roughly 307,000 bales of linters were consumed in the United States and 260,000 bales were exported, or a total disposition of 567,000 bales of linters for the year. Since this was before the war, probably at least some 400,000 bales were consumed for purposes other than explosives. The question arises, why was so

small a part of the consumption of 1916 for other uses than explosives. Probably the answer is that linters were too high, but with the cotton at 20c. a pound and linters at 6c., will not linters again be used for the purposes for which they were used before the war? Four hundred thousand bales were used for purposes other than explosives in 1914. Why cannot this amount again be used for the same purposes?

"If the munition plants at home and abroad should take 100,000 bales per month and 400,000 bales should be used for other purposes, 1,600,000 bales would be disposed of during the next twelve months. Of course, there will not be this amount of consumption, but even a small spread between the demand on the one hand and the supply on the other should prevent the price from falling and should cause it to rise somewhere above the present market.

"It is to be hoped that no member of the Bureau will pay more for seed than present prices on the basis of a rise in linters. But, having bought seed on the basis of present prices of linters, it does not seem wise to sacrifice them at six cents, when there seems to be reasons why the price may rise. I would not counsel reckless holding of linters, but the facts given above, and others that will be recorded as the season passes, should be considered in selling linters.

Advertising Cottonseed Meal.

"Oil is sold to the large refiners and they advertise their products. Linters are sold to a few large buyers. But a large part of meal is sold to the feeding public without any advertising.

"It is my conviction that, if cottonseed meal were wisely advertised in the feeding belts of the United States this year, the loss of the export market would no longer be felt. With wheat at \$1.90 a bushel and corn at 91c. in Chicago, and both going higher, surely cottonseed meal can be used as feed at more than \$40 a ton. If mills should now place meal on a \$40 basis, it would be cheaper than grain feed; and, if the Interstate Association would advertise meal properly, I do not believe there would be a ton carried into next season, even if prices should be \$40 or slightly more for 7 per cent. meal. It may even be possible, under this program, to sell 7 per cent. meal at \$44 or \$45, provided grain

prices advance as much as now seems probable.

Cottonseed Oil Prices.

"As the season advances, additional bullish facts concerning the cottonseed oil market have become known and registered in the price of oil. The price of nitroglycerine has advanced some 10c. a pound within forty days and Laing predicts a further 10c. advance during the next ninety days. A \$3,000,000 order for nitroglycerine has recently been reported and given credence. There has developed, also, a large demand for soap stock, due to a world shortage in soaps. Cocoanut and other oils, especially olive oil, for soap manufacture are scarce. The Italian olive crop is reported light, and that of Spain is unofficially estimated at from 35 per cent. to 40 per cent. of normal.

"These facts, taken in connection with the two years of short cottonseed crops, and dear lard and large demand account for the present extraordinary prices of oil, make 90c. oil seem as likely as 75c. oil seemed forty days ago. And it is not impossible that 95c. oil or even higher may be realized by March or May. This is being written while oil is only 85c. and following the recent severe break. That oil will go higher seems probable and I would advise sales only on bulges, never on slumps this year.

"In conclusion, while these letters are bullish, it is believed that they are conservatively so, and that fundamental conditions warrant action based on them. By fundamental conditions, I mean (1) general high level of all prices in this extraordinary period; (2) large demands for cottonseed products, and (3) short supply of cottonseed products for a second year and shortage of certain competing products, such as grain, oils, and lard.

"It is hoped that these letters will not cause any who are already bullishly inclined, to become recklessly so. There is a top to all prices, even oil prices. Wide swings have come recently and may be repeated in oil prices. Caution is therefore advised. Cool calculation should be used in selling oil; but it is hoped that a knowledge that the fundamental conditions are strong, will cause the bearish to forego sales on the nerve-racking slumps. Do not buy seed on the assumption that oil will go higher. If it does go there, there will still be time to buy that basis."

HARDENED EDIBLE OILS

MADE FROM

VEGETABLE OILS OF ALL KINDS

Oils Hardened to Order

The American Oil Treating and Hardening Co.

CINCINNATI, OHIO, U. S. A.

November 18, 1916

INCREASE SWIFT CAPITAL STOCK.

The capital stock of Swift & Company, packers, was increased from \$75,000,000 to \$100,000,000 in a special stockholders' meeting on November 8, at Chicago.

The increase will be effected by the additional issue of 250,000 shares of capital stock of the par value of \$100 per share. Each shareholder will have the privilege of subscribing at par for one share of such new

stock for every three shares of stock registered in his name on the transfer books of the company at the close of business on November 8, 1916, such subscription as payment for new stock to be made in full at the company's office in Chicago on or before November 25, 1916.

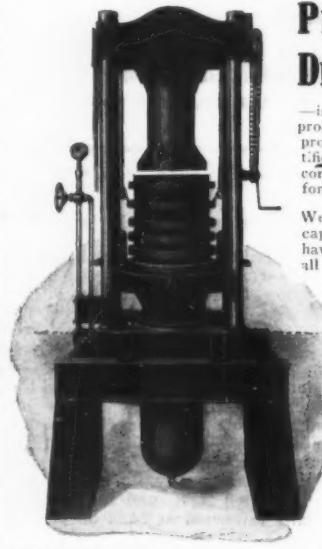
A resolution providing that the shares of the new issue, if any, not subscribed and paid for on or before November 25, may be dis-

posed of by the board of directors to such person or persons and at such price or prices, not less than par, as may be approved by them, was also adopted.

A fourth resolution provides that the certificates of stock shall only be issued for whole shares and shall be entitled to all dividends declared after date of issue. Negotiable receipts for subscriptions to fractional shares will be issued, but will not bear interest, will not be entitled to participate in dividends and will not carry any voting power. Such receipts shall be exchangeable for certificates of stock in amounts aggregating one or more whole shares, provided such exchange be made on or before January 25, 1917. After that date no exchange shall be made, but receipts for subscriptions to fractional shares shall be redeemable at their face value.

LIVESTOCK SANITARY ASSOCIATION.

The twentieth annual meeting of the United States Livestock Sanitary Association will be held at Hotel La Salle, Chicago, December 5, 6 and 7, 1916. This association includes leading Federal and State livestock officials, farmers, stockmen and many persons interested in various lines of livestock work in this country. The programme for this meeting combines a variety of topics of the greatest interest and importance to everyone concerned in the prosperity of the animal industry of the United States. The regular sessions of the meeting will be open to the public. Farmers and stockmen are especially invited to attend. Anyone desiring additional particulars regarding the meeting or programme should write the secretary, John J. Ferguson, Union Stock Yards, Chicago.

**Pressing Your Cracklings Dry and Hard—**

—is a matter of the proper pressure exerted in the right proportions. "Mount Gilead" Hydraulic Scrap Presses give the proper pressure in the right proportions because of their scientific construction and because the pressure is furnished and controlled by hydraulic pumps and valves especially adapted for such work.

We build Hydraulic Scrap Presses in **any** size and **any** capacity to suit **any** requirement. For nearly 40 years we have been helping some of the largest butchers and packers all over the world to squeeze extra profits from cracklings, scraps and waste products.

If your present equipment does not give satisfactory service or you contemplate increasing your capacity you will not regret investigating the possibilities of "Mount Gilead" Hydraulic Curb Presses.

Write us today about any kind of hydraulic press or pump used in the Butcher's, Packer's, Fertizer's and Renderer's business.

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**Widen Your Haulage Area—**

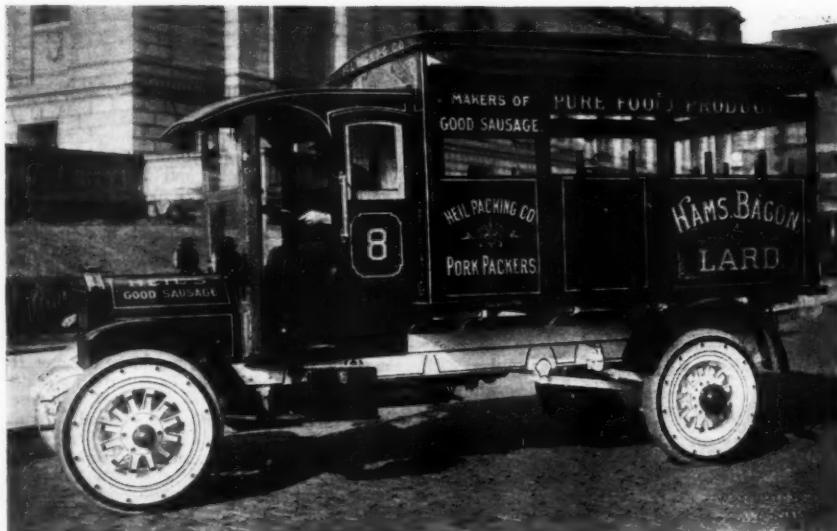
**Lessen Your
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Business houses dealing in perishable goods must make rapid "turn-overs." They require a motor delivery system that is efficient—speedy—prompt—unfailing.

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**TRUCKS ARE
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Federalized haulage systems are paying for themselves—and boosting profits—in the packing business the country over.

You can build up *your* business—and cut down *your* losses by using Federals. Let our traffic experts help you work out the answer to *your* problems.

Send for "Federal Traffic News"—an interesting little magazine of Federal achievements.

The Federal Motor Truck Company

**Detroit
Michigan**

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, November 17.—Market steady, prime Western, \$17.50 nom.; Middle West, \$17.40@17.50; city steam, 17½c. nom.; refined Continent, \$18.60; South American, \$19, Brazil, kegs, \$20; compound, 14¾@15¼c.

Marseilles Oils.

Marseilles, November 17.—Copra fabrique, 172 fr.; copra edible, — fr.; peanut fabrique, 146 fr.; peanut edible, — fr.

Liverpool Produce Market.

Liverpool, November 17.—(By Cable.)—Beef, extra India mess, not quoted; pork, prime mess, 152s. 6d.; shoulders, square, 93s.; New York, 83s.; picnic, 74s.; hams, long, 110s.; American cut, 103s.; bacon, Cumberland cut, 98s.; long clear, 108s.; short back, 99s.; bellies, clear, 102s. Lard, spot prime, 96s. 6d.; American refined, 28-lb. box, 98s.; December, 96s. 9d. Lard (Hamburg), nom. Tallow, prime city, 49s.; New York City special, not quoted. Cheese, Canadian finest white, new, 120s. Tallow, Austrian (at London), 47s.

FRIDAY'S CLOSINGS.

Provisions.

The market was quiet and about shady. Demand was moderate and hog receipts were again liberal.

Tallow.

Prices were very firm with offerings small. City specials loose is quoted at 11¾c.

Oleo Stearine.

The market continues very firm with light trade. Oleo is quoted at 15½c.

Cottonseed Oil.

The market was active and higher early, but later eased off with some realigning.

Market closed easier. Sales, 22,200 bbls. Spot oil, \$12.50 bid. Crude, Southeast, \$11.47. Closing quotations on futures: November, \$12.75@12.80; December, \$12.65@12.67; January, \$12.64@12.66; February, \$12.64@12.70; March, \$12.69@12.70; April, \$12.73@12.74; May, \$12.75@12.76; June, \$12.77@12.85.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, November 17.—Hogs 5 to 10c. higher. Bulk of prices, \$9.10@9.80; light, \$8.50@9.65; mixed, \$9.05@9.95; heavy, \$9.30@10.05; rough heavy, \$9.30@9.50; Yorkers, \$9.15@9.35; pigs, \$6.25@8.40; cattle, weak; beefeves, \$6.75@12.05; cows and heifers, \$3.70@9.50; Western, \$6.60@10.25; Calves, \$8.75@12.50. Sheep, weak; lambs, \$9.25@11.75; Western, \$8.40@9; native, \$7.90@8.75; yearlings, \$9.10@10.25.

Omaha, November 17.—Hogs strong, at \$9@9.75.

Buffalo, November 17.—Hogs steady; on sale, 9,600, at \$9.90@10.15.

Kansas City, November 17.—Hogs strong, at \$8.90@9.90.

St. Joseph, November 17.—Hogs strong, at \$9.20@9.80.

Sioux City, November 17.—Hogs steady, at \$8.50@9.65.

Louisville, November 17.—Hogs steady, at \$8.65@9.65.

Indianapolis, November 17.—Hogs higher, at \$9.30@10.15.

St. Louis, November 17.—Hogs higher, at \$9@10.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, November 11, 1916, are reported as follows:

Chicago.

	Cattle.	Hogs.	Sheep.
Armour & Co.	11,003	40,000	24,267
Swift & Co.	8,722	22,500	26,099
Morris & Co.	7,884	18,200	19,257
Wilson & Co.	7,150	15,000	10,927
G. H. Hammond Co.	3,012	9,000	...
Anglo-Amer. Provision Co.	4,289	12,800	...
Libby, McNeill & Libby	1,100	...	...

Boyd, Lumham & Co., 8,500 hogs; Western Packing & Provision Co., 11,500 hogs; Roberts & Oake, 6,800 hogs; Miller & Hart, 4,000 hogs; Brennan Packing Co., 8,500 hogs; Independent Packing Co., 9,200 hogs; others, 11,400 hogs.

Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	7,316	8,835	4,305
Fowler Packing Co.	787	...	1,673
Wilson & Co.	4,855	8,086	2,282
Swift & Co.	8,057	7,180	5,743
Cudahy Packing Co.	4,123	6,194	4,949
Morris & Co.	6,274	6,221	2,812
Others	428	4,501	19

Independent Packing Co., 202 cattle; Dold Packing Co., 714 hogs; Wolf Packing Co., 26 cattle; Blount, 102 cattle and 183 hogs; Schwartz, Bolen & Co., 1,936 hogs; John Morrell & Co., 418 cattle.

Sioux City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	1,690	14,842	...
Cudahy Packing Co.	2,100	15,180	...
Swift & Co.	...	796	...
Others	16,206	912	...
John Morrell & Co., 161 hogs; Statter & Co., 48 cattle; R. Hurni Packing Co., 68 cattle; Des Moines Packing Co., 83 cattle.			

Omaha.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,502	6,666	3,933
Swift & Co.	3,739	8,605	10,146
Cudahy Packing Co.	4,863	10,596	10,736
Armour & Co.	4,242	9,685	10,052
Swartz & Co.	1,367	...	...
J. W. Murphy	...	3,212	...
Lincoln Packing Co., 120 cattle; South Omaha Packing Co., 41 cattle; John Morrell & Co., 10 cattle.			

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending November 11, 1916:

CATTLE.

Chicago	53,006
Kansas City	37,786
Omaha	13,109
East St. Louis	20,087
St. Joseph	5,938
Cudahy	661
Sioux City	4,861
New York and Jersey City	9,517
Philadelphia	3,433
Pittsburgh	600
Oklahoma City	7,277

HOGS.

Chicago	183,671
Kansas City	40,139
Omaha	34,307
East St. Louis	41,433
St. Joseph	37,283
Cudahy	15,364
Sioux City	28,032
Ottumwa	13,216
Cedar Rapids	12,859
New York and Jersey City	31,939
Philadelphia	5,965
Pittsburgh	2,977
Oklahoma City	8,703

SHEEP.

Chicago	76,844
Kansas City	21,969
Omaha	33,173
East St. Louis	6,433
St. Joseph	6,737
Cudahy	360
Sioux City	4,989
New York and Jersey City	30,497
Philadelphia	7,890
Pittsburgh	867
Oklahoma City	2,730

NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO NOVEMBER 13, 1916.

	Sheep and Beefs. Calves. Lambs. Hogs.
New York	2,373 4,013 2,130 8,893
Jersey City	4,604 2,834 19,846 23,046
Central Union	2,540 896 8,621 -----
Totals	9,517 7,743 30,497 31,939
Totals last week	11,931 5,976 40,718 34,516

RECEIPTS AT CENTERS

SATURDAY, NOVEMBER 11, 1916.

	Cattle.	Hogs.	Sheep.
Chicago	700	22,000	3,000
Kansas City	500	2,000	2,000
Omaha	200	7,000	300
St. Louis	500	9,000	500
St. Joseph	100	6,000	800
Sioux City	1,000	5,000	1,000
St. Paul	1,800	3,000	1,700
Oklahoma City	800	700	...
Fort Worth	200	1,500	...
Milwaukee	50	2,184	...
Louisville	100	1,200	300
Cudahy	100	1,000	...
Indianapolis	200	10,000	200
Pittsburgh	2,500	500	...
Cincinnati	200	4,400	100
Buffalo	100	5,200	1,000
Cleveland	300	3,000	2,000
New York	278	1,336	210
Toronto, Canada	212	20	...

MONDAY, NOVEMBER 13, 1916.

Chicago	37,000	57,000	35,000
Kansas City	31,000	11,000	5,500
Omaha	7,300	8,000	12,700
St. Louis	11,900	13,000	2,200
St. Joseph	2,000	5,000	2,100
Sioux City	6,000	6,000	6,000
St. Paul	11,400	22,000	1,800
Oklahoma City	3,000	1,500	500
Fort Worth	3,500	4,000	1,000
Milwaukee	500	1,324	50
Denver	9,200	1,100	21,000
Louisville	1,900	6,000	700
Cudahy	1,200	1,500	...
Wichita	115	...	...
Indianapolis	1,000	10,000	400
Pittsburgh	2,900	9,800	4,000
Cincinnati	4,200	9,655	400
Buffalo	5,200	16,000	6,600
Cleveland	1,500	9,000	6,000
New York	5,220	9,830	10,370
Toronto, Canada	3,500	1,366	3,154

TUESDAY, NOVEMBER 14, 1916.

Chicago	13,000	40,000	25,000
Kansas City	21,000	20,000	4,000
Omaha	10,000	11,000	13,000
St. Louis	6,000	14,000	2,900
St. Joseph	3,500	16,000	2,500
Sioux City	2,000	8,000	2,000
St. Paul	4,700	12,000	1,600
Oklahoma City	1,000	1,500	300
Fort Worth	3,500	1,600	...
Milwaukee	800	2,359	1,000
Denver	1,647	178	6,312
Louisville	150	800	50
Detroit	1,200	3,200	...
Cudahy	900	9,000	...
Wichita	1,100	15,000	...
Indianapolis	2,000	2,685	...
Pittsburgh	700	6,590	400
Cincinnati	500	8,000	1,600
Buffalo	200	5,200	2,400
Cleveland	200	4,000	2,000
New York	2,445	7,815	5,500
Toronto, Canada	1,482	1,948	1,176

WEDNESDAY, NOVEMBER 15, 1916.

Chicago	24,000	58,000	27,000
Kansas City	12,000	17,000	6,000
Omaha	8,800	12,000	26,600
St. Louis	6,600	16,000	1,400
St. Joseph	2,200	12,000	3,000
Sioux City	4,800	10,000	2,000
St. Paul	900	1,600	...
Oklahoma City	5,500		

November 18, 1916

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

New high records are being made every day. October-November natives brought 32c. this week.

Chicago.

PACKER HIDES.—Only a moderate trade was put through in packer hides. The early days of the month showed reluctance on sellers' part to make offerings and this fact restricted selling. Then the rates demanded by killers hindered free and easy movement. Tanners were ready to take on goods in fair sized quantities at old figures, but holders demanded appreciations. Killers have no stocks of size unsold and naturally are very bullish on the market. Native steers sold at 32c. by four killers for about 12,000 October and early November hides. No further offerings of native steers are available, but killers intimate they would make offerings if bids at more money were forthcoming. Texas steers sold at the record breaking figure of 31c. for two lots aggregating about 10,000 October and November heavy hides. About 3,000 similar salting light and extreme light Texas steers brought 30c., in connection with some Colorados. Butt branded steers did not sell. Last trades were at 30c. Nominal market for further business considered 31@32c. with the outside usually talked. Colorados brought 30c. for 3,000 October and November kill. This is considered the nominal market for more. Tanners are slow to take hold. Production is fairly large. Branded cows did not sell. These are quoted steady at 30c. in line with the recent sales of underweight Texas and Colorado steers. Heavy cows brought 31c. for a thousand October hides. Available stocks are meager as most sellers have booked ahead to the end of the year. Light native cows sold at 30½c. early in the week for 3,000 October hides and later two lots aggregating 7,000 October and November take-off brought 30½c. Efforts to get 31c. have thus far failed. Production is large. Native bulls were quiet. Nothing is around for sale before January. Nominal market considered at 25-26c. Branded bulls are also quiet. Nominal market considered at 20@21c. Some sellers talk considerably higher. Stocks are meager.

Later.—Packers are steady and inquiries few. Two ears of October-November light cows brought 31c. Killers talk further advances over last sales which restricts buying temporarily.

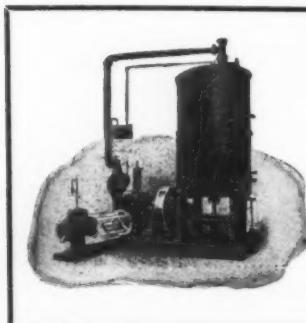
COUNTRY HIDES.—A fair call continued for country hides with most of the business done locally in the heavier weights. The light end of the list was eagerly inquired for, but supplies were such that movement of size could not be effected. Buyers took about every available offering at strong prices, but as the week progressed the call seemed to fall away. As yet there are no stocks of hides offered or pressed on the market. Buy-

ers and sellers are doing considerably more dickerling than heretofore. Native steers sold at 26c. for common country varieties. More would be taken at this figure, but supplies are small and holders think further appreciations likely, so they are withholding their goods from the market. The exceptionally firm position of packer native steers induces holders to ask more money. Heavy cows were included in movement at 26c. with the more popular buff weights. About 4,000 such hides moved this week. The market is well cleared of surplus holdings. Dealers expect trade to continue right along at steady to stronger figures. Most of the sellers are adopting the attitude toward the market that the crest has been reached and they are free sellers of anything in sight at prevailing figures. Buffs went at 26c. with heavy cows included to the extent of 4,000 local hides. Sellers have rather moderate stocks unsold and are endeavoring to get 26c. on further business. Tanners seem disposed to trade and are making bids of 25c., 25½c. and 25¾c., according to size of lots wanted. No seconds were moved alone. These are nominally quoted at 25c. The situation in the originating sections is firm at 25@26c. delivered basis for 25 lbs. up hides as to descriptions. Extremes were sold at 30c. locally for one car and two cars of Minneapolis extremes brought that figure delivered here. More extremes could be sold at 30c. if they were available. Tanners are experiencing a good leather in finished material from these hides in competition with calfskin leathers. Branded cows remain quiet and waiting at 21@22c. asked flat for country run of goods. Country packer branded hides are quoted at 25@29c. asked as to descriptions; outside talked for Pacific coast goods. Bulls are quiet locally. Country stock quoted at 20@21c. asked. Stocks are meager. Country packer bulls are quoted up to 25c. nominal. Available supplies are meager, local goods being sold to the end of the year. Kipskins are wanted, but are in limited supply. Country skins quoted at 32@33c. last paid for the common sorts and 35c. for something a trifle better. Asking rates are at 35c. for further business. City skins quoted at 35c. bid and 40c. asked. Packers value their skins at 45@50c. as to holders. Available stocks are limited.

Later.—Country hides steady. Country buffs and heavy cows are held at 26c. Two ears city buffs sold 26½c. Extremes 30c nominal. Dealers ask much higher and tanners are waiting.

CALFSKINS are in very good call. Two cars of first salted Chicago city skins brought the record rate of 50c. and this figure was bid for more with nothing available for sale. One collector talks 60c. Outside city skins moved at 45c. early in the period and the nominal market at the close is considered near 50c. Country skins sold at 41c., 42c., 43c. and 45c. a car going at each price. Packer skins were rumored sold at 55c., but confirmation never could be obtained, although the report was generally credited. Some skins were available at that price, but lots are now talked at 60c. Deacons quoted at \$2.80@3 and light calf at \$3@3.20. Inside rates paid for country run of skins.

HORSE HIDES were quiet. Efforts to get



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hides were made, but bids were not up to sellers' ideas. Country run of hides quoted at \$9 bid and \$9.50@10 asked. City hides quoted at \$9.25 bid, \$9.50 last paid and \$10 @12 asked as to varieties and weights. Seconds quoted at the usual \$1 reduction with ponies and glues at \$3.50@4 and colt-skins at \$1.75@2.50 nominal.

Hogskins are bringing \$1.40@1.50 for country run of skins, rejected pigs and glues out at half price. No. 1 pigskins strips are bringing 11c., 11½c. and 12c.; nominal market considered at 11½c. for average lots; No. 2's sold freely at 10½c. and No. 3 skins quoted at 5@6c. as to measurements.

SHEEP PELTS.—A little business was put through in packer varieties of sheep pelts lately and slightly more money than recently realized was paid. Packer sheep and lamb-skins of current river slaughter moved as high as \$2.50. Former business was put through on a basis of \$2.35@\$2.40 for local and river slaughter. Dry western pelts sold at 25@27c. as to lots with the outside realized for best light weight Montana skins.

New York.

PACKER HIDES.—The local market is very active and prices are steadily advancing as each sale is made. During the past week new prices were established on both spready and regular native steers. Most sellers are closely sold up on all varieties and refuse to concede from full asking rates. Newark tanners are the principal purchasers of spreads and seem quite willing to meet the demands of the packers. One up-town packer early in the week sold 3 cars June, July and August spreadies at 32c., while his next door neighbor on Monday moved 4 cars September, October, November and December spreads at 33c., which thus far is the highest price paid this year in any market. Bids of 33c. are reported declined for similar months salting by another packer and is asking 34c. firm for business. Also a car October native steers changed hands at 31c.; later this same packer sold 2 more cars October native steers at 31½c., which is top for this selection. A car October and early November native cows all weights also sold at a rather low figure of 28¾c. Sellers have now strengthened their views and consider the market nominal as follows: Spready native steers, 32c.; regular native steers, 32c.; butt brands, 31c.; Colorados, 30c.; native cows all weights, 30@30½c.; native bulls, 26c. asked for 3 cars August-Januaries. Small packer hides steady but quiet. Local small packers are closely sold up, therefore restricting new business. Nominal market on current receipts of native steers is 29½@30c.; native cows, all weights, 28@28½c.; native bulls, 26@26½c.

weights, 28@29c., and native bulls, 23@24c.

CALFSKINS—Strong, excited and very much mixed. Sellers of available stocks are talking up to \$5, \$5.50 and \$6, but most buyers claim that they are out of the market at these figures. Last confirmed sales of all weights were at \$4, \$4.75 and \$5.50. Prices of New York City green skins have advanced 5c. again to the butchers making No. 1's 55c.; and 56c. to the collectors. From the first of November 14c. has been registered, and some rumors that further advances may go into effect shortly. 2,000 more English kips, 22 lbs. average, sold at 30c. flat, making a 3c. advance over previous transactions. **200** regular New York city slunks sold at \$2

regular **NEW YORK** city stumps sold at \$2.
HORSEHIDES.—Keep strong and in good demand. Choice eastern cities are nominally quoted at \$9@9.50 flat. English horse hides, 60-lb. average, are held at \$10 selected and some asking up to \$10.50. B. A. dries, $7\frac{1}{2}$ kilo average, are nominally quoted at \$7@7.35.

COUNTRY HIDES.—Strong with dealers' views very stiff, especially on extremes which are receiving a good demand, but no actual sales confirmed. Ohio extremes are now being
(Continued on page 42.)

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from the National Live Stock Commission Co.)

Union Stock Yards, Chicago, Nov. 15.

Considering the awfully high price of corn, it seems unlikely that there will be any letup in the run of cattle for a month or so, or until the trade settles down to the regular winter feeding basis, but from the way the buyers have cleaned up the recent excessive runs it looks like there would be a big bulge in prices all along the line whenever the time comes that receipts get down to a normal basis again. For instance, following last week's big upturn of 25@50c. per cwt. the trade showed a logical reaction on Monday because of the awfully heavy run of 37,902 cattle, that is, cattle under 10c. sold lower and on the medium and low-priced kinds last week's advance was ceded back to the buyers, but from 10c. up it was a fully steady trade, Tuesday's market being very little different from Monday's general average, and on Wednesday, with another heavy run, receipts being estimated at 24,000, making 75,000 cattle for the first three days of the week, the market ruled active and strong to 10c. higher on everything selling from 10c. up to the top of 12c. and the top price of 12c. was paid for heavy beefeves weighing around 1,500 lbs. and, also, for a load of long yearlings averaging around 1,200 lbs., that included five heifers. There is no question in our minds but that the choice cattle will sell higher between now and Christmas and the rank and file of the offerings will also show an improvement.

The reaction in the butcher stuff market is not surprising. In fact, it was looked for, as last week's upturn of 25@50c. per cwt. was bound to be followed by heavy receipts and this week's supply of cattle is excessive and has included "seeds" of the medium to pretty good heifers, which kinds, because of the great abundance, are awfully hard to move at 35@50c. decline, which wipes out last week's advance on this class of cattle and cows and heifers selling above 6c. are off 25@35c., while from 6c. down the market shows the least decline, prices being generally 15@25c. under a week ago, although anything from canners up to pretty good beef cows selling from 5½@6c. really are meeting with a better demand and selling higher proportionately than other kinds. The bull trade, while lower on the opening days of the week, rounded to in pretty good shape on Wednesday, although the general level of values is a little lower than a week ago and the calf trade is active at the highest point recently.

Receipts of hogs are increasing rapidly and the prohibitive price of corn is forcing to the market thousands and thousands of light mixed and underweight light hogs weighing all the way from 130 to 170 lbs., which kinds are 35@50c. lower than a week ago, while good to choice hogs are off 25@40c., and while the national succeeded in topping Wednesday's market with a load of choice hogs at \$10.05, the trade on that day closed very mean and at the finish the best hogs walking the planks were going from \$9.60@\$9.85, a good class of medium mixed and mixed packing grades, \$9.25@\$9.50; good light and light mixed hogs, \$8.90@\$9.25, while underweight light mixed running down in weight were awfully hard to move and selling anywhere from \$8.50@\$8.85 per cwt., with the bulk of the healthy pigs from \$7.50@\$7.75 and a few as high as 8c. Reports from many sections indicate more hogs in the country than ever before, all of which sounds very "bearish," and despite the wonderful demand, we expect the receipts will be heavy enough during the near future to gradually but steadily force prices to a lower basis before a turning point is reached.

With sheep and lambs salesmen have had things about their own way during the past week, although prices have changed but little as compared with last week's close. It's an 11½ to 12c. lamb market with the bulk of the choice lambs selling in the 11.85 notch,

and with receipts estimated at 25,000 Wednesday morning indications forecast about a steady market, as compared with the previous session. "Dollar corn" is stimulating liberal shipment and is the incentive for forcing so much stock on the market at this time, much of which is in a half fat condition. It takes nerve to feed corn at these prices, but the feeder who will finish stock for later markets will no doubt be well repaid for the effort. It doesn't require the "wisdom of a Solomon" to picture the market situation that will prevail later on, as thousands of sheep and lambs that are being marketed at the present time should be held for January or February market, and with the light supplies that are bound to show up after the first of the year it is hard to imagine the height that prices will attain. We quote: Good to choice lambs, \$11.65@\$11.90; poor to medium, \$10.75@\$11.50; culs, \$8.00@\$7.90; fancy light yearlings, \$10.25@\$10.50; poor to medium and heavy yearlings, \$9.50@\$10.00; fat wethers, \$8.65@\$8.85; good to choice ewes, \$7.60@\$7.75; poor to medium, \$6.75@\$7.40; culs, \$4.50@\$5.50; breeding ewes, \$8.00@\$8.50; feeding lambs, \$10.25@\$10.50; feeding yearlings, \$8.60@\$9.00; feeding wethers, \$7.50@\$7.85.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., November 15.

Cattle receipts continue liberal, we received 32,700 for the week ending to-day, of which 6,400 sold on the southern side. Gradually, but very perceptibly the quality of the receipts is improving; we are running more to steers and less to the butcher and canner classes; to be sure we are still receiving our full share of the commoner grassy kinds, but they do not so completely overshadow the market as they did a few weeks ago. The market for the week has been on an active, strong basis, particularly in the good grades. The top for the week was made Tuesday when 3 loads of 1,112 lb. steers on the yearling order, sold at \$11.50; this is the market's record for car lots. The bulk of the best cattle is selling from \$8.75 to \$10.00, while the medium grades range from \$7.50 to \$8.00; common grass steers, \$6.50 to \$7.50. Butcher cattle participate in the advance. Mixed yearlings and heifers sold for \$10.25 this week. Best heifers are quoted at \$9.00 to \$9.50, with the bulk of them selling from \$7.00 to \$8.00. Best heavy beef cows sold up to \$7.65; the bulk of the killing grades ranges from \$6.00 to \$7.00. A string of baby beefeves consisting of 6 carloads, averaging \$78, sold on Tuesday at \$10.10; they were western bred calves and strictly good.

The hog receipts for the week amount to 77,700—the best weekly receipts that we have had in a number of months. Generally, the quality may be considered fair, but there is a large proportion of light hogs in the offerings as well as a too generous supply of common pigs. Notwithstanding the generous run, the market has shown considerable strength. The high time was made Tuesday when hogs in the mixed and butcher and good heavy grades sold at 10.30. The prices at this writing are 10 to 20c. under the high time of the week, but are 10 to 15c. higher than the close of last week. The quotations are: Mixed and butchers, \$9.25 to \$10.00; good heavy, \$9.90 to \$10.10; rough, \$9.25 to \$9.50; lights, \$9.25 to \$9.85; pigs, \$6.50 to \$9.00; bulk, \$9.45 to \$9.90.

Sheep receipts for the week amount to 10,000. With this short supply the trade has been active and clearances very prompt. Prices on all grades of bovine stock, are on the upturn. Killing ewes are quoted from \$7.60 to \$7.80; yearlings, \$8.00 to \$9.25, and upon this grade more money would be paid for prime offerings. On Wednesday, 70 lb. lambs brought \$12.00, and a number of other sales were recorded at \$11.75. The lamb range, for all grades, is \$7.50 to \$12.00; the bulk of them selling close to the \$11.00 mark.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Nov. 14, 1916.

Cattle receipts overran the early estimate of 18,000 head for today by 3,000, but the market was steady and active. The first strictly prime heavy cattle in more than a week arrived today, and sold at \$11.40, highest price ever paid on the open market here for beef cattle. Fairly fat yearlings sold at \$10, short-fed steers \$8.50@\$9.75. Kansas pasture cattle fed since the grass failed, are selling at \$8.50@\$9.25, range grass beef steers bring \$7@\$7.75, and some caiced steers from the Panhandle brought \$8.25. Cows find a good market, native fed cows up to \$7.50, Colorado grass cows weighing 1,950 lbs. at \$6.90, and good Panhandle cows \$6.40, middle grades of cows \$5.50@\$6.35, canners \$4.40@\$5.

Order buyers paid \$10 for hogs early, but packers waited, and got their hogs 10c. lower. Receipts, 28,000. Bulk of sales ranged from \$9.50@\$9.90. Pigs are lower, \$7.50@\$9, some trashy ones down to \$6. Average weights are lightest ever known, 165 lbs. here last week, as compared with 194 lbs. a year ago. Feed shortage is causing heavy runs, aided by pretty high prices.

Sheep and lamb receipts were only 4,000, and as usual there was a scramble for the offerings; prices 10@15c. higher. Some pretty good fed lambs arrived late, and sold at \$11.90, top for the day. Light receipts are resulting in a premium being paid here for good stock, top in Omaha today \$11.75, St. Joseph \$11.85. Ewes reached \$7.75 today, a new high figure for them this fall, and choice yearlings would bring \$10. Feeding lambs are 25@40c. higher, good ones \$10@10.25, breeding stock scarce and firm at the old prices, \$7@\$9.25.

OMAHA

(Special Letter to The National Provisioner.)

So. Omaha, Neb., Nov. 14, 1916.

Election week was a week of comparatively light receipts of cattle, some 25,000 head being the total of the supply. As is usually the case at this season of the year the arrivals include a steadily increasing number of more or less corn-fed steers, and there has been a corresponding decrease in receipts of Western range cattle. In the main, the market for killing stock has been in very satisfactory shape from the shippers' standpoint, and values are all of 25@35c. higher now than a week ago for both beef steers and cow stuff. As high as \$11.10 has been paid for choice yearlings, and right good weighty beef brought \$10.60 today. The bulk of the fair to good 1,050@1,300-pound cattle sell around \$8.75@\$9.75, and warmed up and short fed stuff is selling all the way from \$6.50@\$8.50. Range beefeves sell from \$6.50@\$9.50, the bulk of the fair to good grassers around \$7.25@\$8.25. Cows and heifers are going at a range of \$4.25@\$7.25, the bulk of the fair to good butcher and beef stock at \$5.85@\$6.35. Veal calves continue scarce and firm at \$8@\$10, and bulls, stags, etc., are selling steady with a week ago at \$5.25@\$6.50.

In hogs there has been a steady increase in the receipts, although weights are running light and the heavier grades now command a substantial premium. A vigorous demand from both packers and shippers has featured the trade right along and values are 10@15c. higher now than a week ago. With 11,300 hogs here today the market was unevenly lower. Tops brought \$9.85 as against \$9.75 last Tuesday, and the bulk of the trading was at \$9.50@\$9.70, against \$9.40@\$9.65 a week ago.

The market for sheep and lambs has developed decided strength during the past week under the influence of rather moderate supplies, and a broad demand from both packers and feeder buyers. Fat lambs are 60@75c. higher than the early part of last week, and there has been very nearly as much advance on the aged grades. Fat lambs are selling at \$11@\$11.75; yearlings at \$7.50@\$9.25; wethers at \$7.25@\$8.25, and ewes at \$6.25@\$7.70.

ICE AND REFRIGERATION

NEW CORPORATIONS.

Waycross, Ga.—The Waycross Creamery has been incorporated with a capital stock of \$10,000 and will establish a plant.

Norfolk, Va.—J. J. McPherson Packing & Ice Company has been incorporated with a capital stock of \$300,000 with J. J. McPherson as president; W. L. Renn, secretary. The plant of the Arctic Ice Company, on Mason avenue, Brambleton, has been taken over and will be improved. A packing plant will also be operated.

ICE NOTES.

Charleston, S. C.—A dairy and creamery will be built by the West End Dairy; A. M. Gwynette, proprietor.

Houston, Wis.—An addition has been built to the ice house of J. O. Bodin & Brother, which will double their capacity.

Jackson, Tenn.—The storage building of Beare Bros. Ice & Coal Company, which was recently damaged by fire, will be repaired.

Durant, Okla.—Plans are being prepared by the North American Light & Power Company, for an ice plant and electric light system, which will cost \$18,000.

Orangeburg, S. C.—The Orangeburg Creamery has been organized with a capital stock of \$5,000 with W. Eugene Atkinson as president; Wm. L. Glover, vice-president; Fred P. Schifley, treasurer, and Henry R. Sims, secretary, and will manufacture butter, ice cream, etc.

THE IDEAL REFRIGERATING ENGINEER.

By George J. Trooper.

For several years I have read almost every article published in the refrigerating publications. I have found a number of articles on the encouragement or the appreciation of the engineer. It has been my experience that the arguments presented are like a number of other things around an ice plant, theoretically they are perfect, but they will not work in practice.

A refrigerating engineer should be honest, sober and ambitious. To be sober does not mean that he should not drink intoxicating liquors, but he should not do so when at work, because his time is sold to his employer. He should like his work. He should be a "graduate" of all positions that his subordinates fill, as well as a graduate of a university course or a like course—a correspondence course, if the other is impossible. He should have read all the articles published and all the advertisements appearing in his trade journals in order to be up on all improvements, etc. He should have investigated and received literature on all different kinds of machinery and supplies on the market. He should have filed away all the important data. He should have worked in no less than ten plants, situated in different locations and containing different types of machinery.

That is my type of a refrigerating engineer, providing he knows enough to do, and will do, the following:

He should make every man on the job do his work, and discharge those who will not do it. This is to apply also to the president's son or anyone else. He should put on overalls, inspect the boilers and all pipe lines and

fittings leading to and from the boilers, stop all leaks in the boiler fittings, and see that the boiler feed pumps are going to keep water in those boilers. If the firemen do not know how to fire to get best results, teach them. If they are not inclined to learn, get those that are.

If those boilers were fired with one dollar bills, would you let a man place them in the firebox who could not do it just right? I think not. See there is no water dripping on the boiler settings or elsewhere, and that none is likely to do so. See that the feed water heater is clean and doing its duty, and that there are two means for supplying it with water. See that there is plenty of room for combustion in the combustion chamber. See that the proper amount of compound is used regularly and is the proper kind for existing conditions.

See that the tubes and sheets are clean inside and outside, and the proper tools are used to do the cleaning. See that everything is tight and going to stay tight, before the next inspection. All leaks are to be fixed. The next inspection is to be very soon.

See that the compressor valves and pistons and steam valves and pistons are not leaking. Use the indicator and let the assistants use it. They will find out what you are looking for and will help you find it. Be sure there is nothing loose or coming loose on any of the machinery, and that all safety devices

are going to work. Be sure that the ice hoisting apparatus is not going to break and let a can fall and break an ammonia coil, smash a can filler, or a man. See that there is sufficient clean ammonia and brine in the system; that the condensing pressure is as low as possible and the suction pressure as high as possible. Have the water going to the cans as cold as practicable.

See that the engineers keep the log sheets correct and that they do not sleep on duty. I am sure you would not have a watchman who was sleeping on duty, when there are a thousand little burglars moving about ready to blow up that heavy "cast-iron and steel" safe, that you have several thousand or several hundred thousand dollars invested in.

I could mention a number of other things that should come under the personal attention of the engineer. Now I do not mean that he should see that these things are attended to by someone else, but by him personally. The other fellow is not responsible for these things when trouble shows up, and there is a good chance of some of these being neglected.

Then when he does all these things and keeps doing them and gets the best possible results from the present layout, he should check each individual piece of machinery and figure out if it is not possible to operate it more cheaply by some other means than the one employed. After finding a cheaper means, get it all up in neatly arranged figures, such as saving to be made, first cost, depreciation, repairs, etc. Take these figures up with the management. If the management does not believe in your figures, advise seeing a consulting engineer or some other



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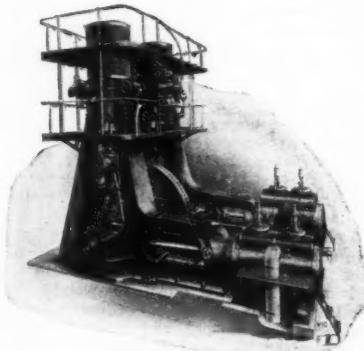
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engineer. After the deal is go, draw up the plans and specifications, and be sure you install it in the proper place. However, if the deal does not go through, do not lose courage.

Believing that many engineers are fulfilling the requirements which I have outlined, and are not receiving an adequate or commensurate reward, I wish to emphasize this by relating the experience of an engineer who has been directly under my observation since March, 1913.

He is in possession of all the necessary qualifications mentioned with the exception of the university course, for which he substituted a correspondence course. Personally he attends to all the things mentioned and considerably more. March 8, 1913, he took charge of a plant in which he produced the following results:

Ice made in 1912 was 38,000 200-pound cakes. Most ice made daily, 35 tons. Ice made in 1913, 61,000 200-pound cakes. Most ice made daily, 57.5 tons. Fuel bill was over \$560 less in 1913 than in 1912. The same plant with less than \$300 spent on it for improvements.

He was discharged May 14, 1914, because he was too expensive for such a small plant. The salary he received was \$100 per month and he wanted \$125 per month. The salary paid before was considerably less than \$100.

He accepted a shift with another concern a few days later and took charge September, 1914. When he assumed charge they were getting about thirty-two tons per day and were buying ice. A few days later he was getting over eighty-six tons per day.

He overhauled this plant in the winter of 1914 and 1915. It has machines as follows: One 12 x 24-inch compressor, with a 300-can ice tank and five stands, twelve pipes high, double pipe ammonia condenser. One 10 x 20-inch compressor with a 222-can ice tank and four stands, twelve pipes high, double pipe ammonia condenser. One 14 x 21-inch compressor, with a 500-can ice tank and eight stands, twelve pipes high, double pipe ammonia condenser. One 2,700-ton ice storage. One 70-ton daily storage.

After overhauling this plant he had no occasion to run the 14 x 21-inch machine. However, he did run the others, with the following results: The first twenty-eight days in March, 1915, the average ice made daily was 53.2 tons, figuring 300 pounds to the cake. The average weight of cake actually was 310 pounds. Held both storages and was filling large storage at the time. Average water temperature was 74 degrees F.

The best record found on the "log" for these two machines for any twenty-eight days was made two or three years before, during the latter part of May and first of June, and was as follows: Average ice daily, 43.7 tons, with a running expense of \$2.85 more per day than the 1915 daily expense. In neither case is the chief engineer's salary included. There were 520 cans in the tanks at the time that 53.2 tons daily were frozen, on being taken out of each tank, in front of agitator, which shows there was 9.77 + cans per ton daily. The condenser was not

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WATCH PAGE 48 FOR BARGAINS

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But unless you have tried MECHANICAL REFRIGERATION, you have overlooked the biggest factor in the line of economy.

Other Dealers in your line are using MECHANICAL REFRIGERATION with excellent results—many of them on our recommendation and advice.

Modernize your business by installing a Refrigerating Plant—a present-day necessity, if you would keep pace with the times.

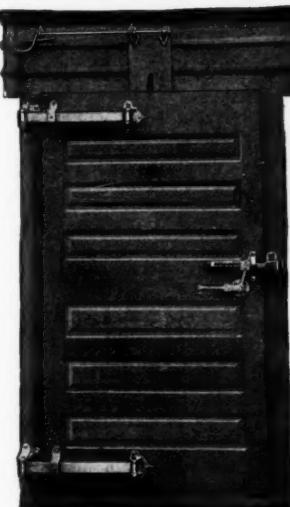
Competition has no terrors for the Provisioner whose Store is equipped with MECHANICAL REFRIGERATION.

York Manufacturing Co.

(Ice-Making and Refrigerating Machinery Exclusively)

YORK, PENNA.

DOORS For Cold Storage and Freezers



Have you ever examined our

"JONES" or "NOEQUAL"

type of Door, and noted the heavy material used in construction, or how the massive "Jones" Automatic Fastener and "Jones" Adjustable Spring Hinges keep the door tight against the double and triple seals of contact.

If not, it's time! You should know why the Big Packers use our doors almost exclusively.

Made with or without trap for overhead rail. Cork insulated. Built for strength. A 96-page illustrated catalog upon request.

JAMISON COLD STORAGE DOOR CO.

Formerly

JONES COLD STORE DOOR CO.
Hagerstown, Maryland, U.S.A.

November 18, 1916

used, as it was not connected, so as to be used with the other compressors.

He quit this position May, 1915, because he had been promised \$150 per month if he made good. He had turned down a good offer with another concern on the strength of this promise. To run the plant as well as it had been run before was to prove that he had made good. If he did better he was to get more than was ever paid before, which I understand was \$160 per month. He received \$125 per month, but with the promise on each pay day that he would get a raise the next pay day. After receiving the promise only for several months he "just quit."

The next day he took charge of another plant. The following are the figures for the months of July, 1914, and July, 1915:

JULY, 1914.

Labor.

Chief engineer	\$132.52
Night engineer	79.67
Assistant engineer	99.64
Day ice puller	99.64
Night ice puller	79.67
Day fireman	90.82
Night fireman	79.67
Night watchman	66.65
Total	\$728.28

JULY, 1915.

Labor.

Chief engineer	\$150.00
Night engineer	99.64
Day engineer and fireman	99.64
Day ice puller	77.50
Night fireman	68.70
Night ice puller	70.00
Night watchman	66.65
Extra labor	25.35
Total	\$657.48

A difference of \$70.80 in his favor, even though he was paid \$150 per month. A comparison of the fuel used and output for the same months was as follows:

JULY, 1914.

Fuel, 505 tons = \$1,429.15.
Beer made, 935 barrels.
Ice made, 780 tons.
Run 31 days and bought ice.

JULY, 1915.

Fuel, 267 tons = \$755.61.
Beer made, 1,142½ barrels.
Ice made, 817 tons.
Run 25½ days and always had two cars of ice frozen in tank.

A difference of \$673.54 in his favor. Yet he was discharged and his night engineer was discharged the latter part of October. The new management gave as a reason that they could get cheaper men to fill their places. And he did, theoretically. The books showed they were getting a larger salary than was paid before. The books showed the reduction in operating expenses also. However, this reduction could be at least reduced 30 per cent, further, with a small investment. By adding a feed water heater it would have paid 3,000 per cent. on the investment. I know of no other business that would turn down a proven 3,000 per cent. investment.

He has had many other similar experiences, and I believe that financially he would have been better off if he had remained a fireman or an ice puller in one place, but the satisfaction of doing things is worth something. I regret that circumstances point that our "pet" theory of "results will win over everything" is hanging upon a very slender thread.

His ambition is keener today than ever. I have been a close observer of other plants and engineers. I find that I know of not one engineer who is getting results that is appreciated by his employers. On the other hand, I find a large number of men who are working as engineers that look for pay day and quitting time instead of results, who do not know how to operate a plant even if they had ambition enough to do so, but who are

highly appreciated by their employers and are getting better salaries than the engineers who are "delivering the goods."

I will relate a fair example of this: Two ice plants are located less than 50 miles apart. One is completely run down, and is of 125 tons refrigerating capacity. All at

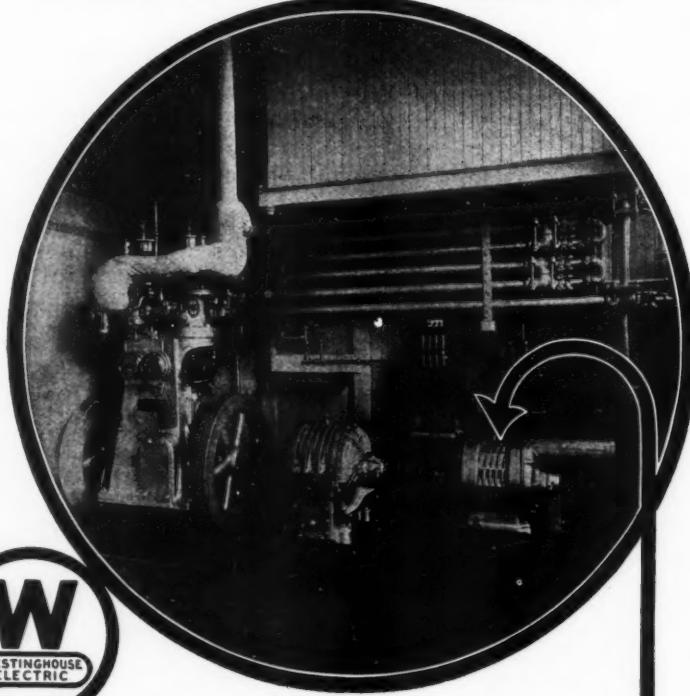
one time was good machinery. Naturally it has been in the hands of receivers. The engineer in charge, who has been in charge some eighteen years, is getting \$130 per month. The first time I went to this plant this "engineer" was carrying a very heavy load of (Continued on next page.)

BREWERS and PACKERS SPECIAL ENAMEL

An enamel that will give service on the walls and ceilings of rooms where live steam, grease and fumes compete in attempts at destruction.

THE TROPICAL PAINT AND OIL CO.
Cleveland, O.

Westinghouse Motor Drive



Westinghouse Motors are replacing steam and gas engines for driving compressors, refrigerating machines, brine pumps, etc.—because they cost less to operate, are cleaner and more reliable.

It will pay you to investigate the possibilities of Westinghouse motor drive.

The Book, "Motor Driven Refrigeration and Ice Making Machinery", tells the story. A card brings it to you.

Westinghouse Electric &
Manufacturing Company
East Pittsburgh, Pa.



FOR PURCHASING DEPARTMENTS

HYDRAULIC PRESS ENLARGES PLANT.

The increased demand for their hydraulic presses, pumps, valves, accumulators and intensifiers has led to the completion of plans for extensive plant and equipment improvements in the factory of The Hydraulic Press Mfg. Co., Mount Gilead, Ohio. The improvements consist of one new building and extensions to the machine shop, power house, stock room, tool room and erecting shop buildings.

To relieve the crowded condition of the machine shop, an addition, 100 feet long by 60 feet wide will be erected. Considerable new machine shop equipment will be needed for this addition, including a 20-ton electric traveling crane, a large motor-driven horizontal boring mill and a heavy-duty motor-driven planer.

A 20-foot extension will be added to the present power plant building. New power plant equipment will be installed, consisting of a 300 horse power Corliss engine and a 225 K-W Generator. Two new steam boilers and stokers for three boilers will be added to the present boiler equipment in the power house. A building for oil storage will be erected adjoining the new power plant building, in which will be installed modern oil tanks with pumps, as well as steam heating pumps, boiler feed pumps, etc.

The main stock room will be extended and another story added. This will give additional space for the storage of small parts and accessories, such as hydraulic valves, fittings, packings, repair parts, etc., the demand for which has been constantly growing. The tool room will also be extended to provide for new equipment and more storage space for tools, jigs, fixtures, etc.

A new structural shop, about 50 feet by 60 feet will be erected. A new high speed cut-off saw and traveling crane will be installed in this building. Space will also be provided for the installation of two modern sanitary closets with laboratory equipment. Individual lockers for the employees will be provided. The plans also include an extension of the present erecting shop building, measuring 47 feet by 130 feet.

For all of the building extensions, brick and concrete construction, with steel for the sub-structure work, will be used. All of the improvements except the last named will be made immediately. These plant and equipment extensions have been made necessary because of the rapidly increasing business of this concern in all lines of their hydraulic machinery.

ADDITIONAL YORK MFG. CO. SALES.

Sales of ice making and refrigerating machinery by the York Manufacturing Company, York, Pa., in addition to those recently published, were as follows:

Pennsylvania State Lunatic Asylum, Harrisburg, Pa.; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Freeport & Tampico Fuel & Oil Corporation's Oil Tanker, New Orleans, La.; one 4-ton vertical single-acting enclosed type refrigerating machine, direct-connected to a vertical enclosed type slide-valve engine, and high-pressure side complete.

Miller Becker Company, bottlers, Cleveland, Ohio; one 8-ton vertical single-acting belt-

driven enclosed type refrigerating machine and high-pressure side complete.

Cleveland Provision Company, Cleveland, Ohio; 5,280 feet of 2-in. wrought iron full weight direct-expansion piping.

Aumen Machinery Company, Baltimore, Md.; a one-ton raw water freezing system complete.

Houston Ice & Brewing Company, Houston, Tex.; two "Shipley" flooded atmospheric ammonia condensers, each 12 pipes high, 20 ft. long, made of 2-in. pipe.

F. W. Tunnell & Company, Philadelphia, Pa.; one "Shipley" flooded atmospheric ammonia condenser, 12 pipes high, 20 ft. long, made of 2-in. pipe.

Ohio Provision Company, Cleveland, Ohio; 1,200 ft. of 2-in. full weight wrought-iron pipe.

Pensacola Ice Company, Pensacola, Fla.; 1,000 ft. of 1½-in. full weight pipe.

VOLUME OF PACKERS' BUSINESS.

The distribution by Armour & Co. of a 400 per cent. stock dividend, increasing the capital from \$20,000,000 to \$100,000,000, and the declaration by Swift & Co. of a \$25,000,000 cash dividend and the sale of \$25,000,000 of stock at par, giving the company a capital of \$100,000,000, draws attention to Morris & Co. and has caused speculation as to the probability of a similar distribution. Morris & Co. is capitalized for but \$3,000,000 and has a surplus account of \$30,000,000 without regard for the surplus accumulated during the year just closed and this will be unusually large.

These distributions also call attention to the fact that probably nowhere in the world is concentrated so much business as is done in the square mile of territory known as the Union Stock Yards of Chicago.

The combined capital stock and bonded indebtedness of the companies operating in this center approaches that of United States Steel. Volume of business exceeds that of the steel corporation even when its plants are running at capacity.

Latest official figures of four of the largest companies show:

	Capital.	Bonds.
Armour	\$100,000,000	\$30,000,000
Swift	100,000,000	24,500,000
Morris	3,000,000	11,500,000
Wilson	29,706,200	8,099,000
Total	<hr/> \$232,706,200	<hr/> \$73,899,000
Armour	\$18,733,117	
Swift	45,850,000	
Morris	29,510,270	
Wilson	6,830,213	
Total	<hr/> \$100,923,600	

It is probable that at least \$25,000,000 has been added to total surplus of these companies since the above figures were compiled.

The total aggregate business of the packing companies will aggregate close to \$1,500,000,000 a year. Swift & Co. alone for 1916 crossed the \$600,000,000 mark in sales. Armour is said to be doing close to half billion dollars a year in gross business. The other concerns' annual turnover is well up in the hundreds of millions. The packing industry has served the public at a reasonable profit—so small, in fact, that many a farmer finds it cheaper to ship hogs to Chicago and buy his winter's supply of meat there.—Chicago Live Stock World.

THE IDEAL REFRIGERATING ENGINEER.

(Continued from page 34.)

beer, but was on the outside of it. This man is highly appreciated by his employer.

The other plant is of 200 tons refrigerating capacity. The machinery is of the same make as in the former plant, and is in better condition than the machinery of any of the plants I have seen. I never saw machines run smoother than those. The engineer in charge does things personally. Some improvements can be made in the plant over which this engineer has not the final say. But he knows it. There is no improvement to be made in the running of the plant or the engineer in charge. His salary is \$90 per month. I do not know if this engineer is appreciated by his employer or not. His salary shows he is not. I believe he has worked for them several years. If I were his employer I would pay him for his worth to me for fear someone else would, and because it is only honest to do so. This engineer, I am sure, would not take anything that belonged to his employer, and I do not think his employer should take anything that belongs to the engineer, be it a salary or a shirt.

If we buy our fuel on heat unit basis, why not the engineer's service along a similar line?—Brewer and Maltster.

The editor of "Refrigeration" makes the following comment on this article:

"Few will find fault with Mr. Trosper's statement that the engineer who possesses the qualifications and performs the duties enumerated is an ideal engineer. It is a pity that there are not more of this sort. It is also a fact that many—too many—managers and owners of plants in the refrigerating field are not willing to reward their engineers with a salary commensurate with their real ability and are, thereby, standing in their own light; another regrettable truth. We do, however, find fault with the inference that employers as a whole are unappreciative and, therefore, there is no market for faithfulness and engineering brains in this field. Many cases showing the other side of the picture, several which have recently come under our own observation, might be cited to contradict such an assertion; in truth, the progress made by the refrigerating industry and operating engineers themselves and the obvious ambition of the latter to attain a still higher standard of knowledge, would, if analyzed, prove the existence of better business ability on part of the managers than indicated."

"In our opinion, the main trouble is, very often, with the engineer himself—not in lack of engineering ability, but in lack of business ability to prove his economical worth to his employer. In the first place, he should be as careful to investigate those with whom he accepts employment as the employer who makes this a practice. Having accepted service under an agreement as to compensation based on results, he should be able to reduce those results to dollars and cents, in which terms his employer deals. Many otherwise capable engineers seem unable to do this, and as a result they are at a great disadvantage. The operating engineer should have a better knowledge of business requirements."

"As to incompetent, unfaithful engineers who succeed in obtaining and holding positions where others better qualified fail, this is true in any profession or business, and should not discourage the ambitious engineer. As a rule, it will be found that either the ignorance of the manager or the inability of the engineer at the beginning to present his case to the best advantage is responsible for this. In either case, the advantage is a temporary one only, for such an engineer is deceiving himself as well as his employer, and permanent success is impossible. 'Truth crushed to earth will rise again.' No; it pays to know and it pays more to prove that you do know."

Chicago Section

Now get that tariff commission filled and at work.

After all, the United States is bigger'n NYawk.

Some of the States are so dry they are beginning to crack.

William Hale and Maclay don't rhyme worth a continental.

Hughes was President for a day or so, anyhow. Most everybody concedes that.

With a \$10,000,000 medical college Chicago oughter be a regular health resort.

Just what elected Wilson and beat Hughes seems to be in doubt. Close contest, anyhow.

The Cavanaugh Packing Co., Muncie, Ind., suffered a \$50,000 fire recently. They will rebuild.

Get your whiskers trimmed, fellers. Here comes Miss Jeanette Rankin, Montana's Congresswoman.

Evidently it will take as long to appoint a postmaster for Chicago as it did to build the postoffice. Cheer up, incumbent!

Mayor Thompson is quoted as emphatically stating that he will not be candidate for re-election. No one censures him, at that.

Swift & Company on Monday certified to the Secretary of State the increase in its capital stock from \$75,000,000 to \$100,000,000.

Wouldn't be a bad idea to turn a bunch of these munitions factories into car shops and put the gangs on overtime. We certainly need the cars.

Cohen wrote to his son, who was with the boys down on the border: "Eat all the bread you like sonny, but--don't bite the ham they're feedin' you."

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, No-

H. P. Henschien R. J. McLaren
HENSCHIEN & McLAREN
Architects
Old Colony Bldg. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE CONSTRUCTION.

J. B. ZIEGLER & CO.
Greases, Tallow, Oils
Stearines
Tallow, Bones, Hoghair
Consignments Solicited
WEBSTER BLDG., CHICAGO

vember 11, 1916, averaged: For domestic beef 10.42 cents per pound.

John J. Silberhorn of the old-time Silberhorn Bros. Packing Co., member of the Board of Trade and well-known and respected, died on Sunday last at his home, No. 1209 East Sixteenth street, Chicago, aged 68. He had resided in New York for a number of years and but recently returned to Chicago. He was on Change less than a week prior to his death.

W. L. Gregson writes to The National Provisioner, of the provision market, as follows: "Failure to break the hog prices on account of reduced receipts at election time, and light selling by packing interests, caused covering, and later increased public interest in lard, especially, caused new high levels. Investors in both ribs and lard seemed to be governed more by the price of other commodities than by hog receipts or hog prices, and the consequence is that a better packing profit prevails between hogs and product than has been seen in many months. Most of the experienced men in the trade regard the level as dangerously high, considering that the crop is in the making and sixty to seventy million hogs will have to find their way to market during the coming season."

Ray T. Williams is now connected with the Chicago Feed & Fertilizer Company, of Chicago, in the capacity of superintendent of both the fertilizer and animal feed plants. He also has acquired a substantial block of stock of the company. Mr. Williams is well and favorably known in fertilizer and animal foods manufacturing circles. He was with one of the big packers for thirteen years, and for many years had charge of the departments in question at plants of that company. Starting from the bottom rung of the ladder in his chosen work, Mr. Williams climbed to the top rung. His knowledge of fertilizers and animal foods is said to be second to none from a manufacturing standpoint, and the Chicago Feed & Fertilizer Company is to be congratulated in adding him to their already strong organization.

W. G. Press & Company say: "With the receipts of hogs in all markets heavy, and Chicago receiving for the first three days this week 161,000, indicating 270,000 for the week, one would expect to see lower hog values, and many are surprised that the market has held so strong in face of such heavy receipts. We have been expecting the hog market would work lower on these heavy receipts, and it looks as if it should, but the provision situation this year is unusual, prices are high, the trade has been good and profits to the manufacturers no doubt have been liberal. Taking yesterday's average price on hogs, \$9.67, compared with yesterday's price on December lard, \$17.05, practically cash lard, a difference of \$7.38 per 100 lbs. between the live hog and the price of lard, and with other hog products in line with this difference, indicates a big profit to the manufacturer. This is a difference which is seldom seen, especially during the winter packing season. Last year in October hog products and live hogs showed a very small difference in price. On October 23, 1915, cash barrel pork, containing around 200 lbs., sold from \$13.00 to \$13.62. On the same day cash lard sold at \$8.90, and cash ribs at \$9.75. This shows only a difference of \$1.05 per 100 lbs. in lard, against \$7.38 a 100 lbs. this year. The average price for hogs for the week ending October 23, 1915, in Chicago was \$7.85. While these figures show two extremes which do not often exist, it explains why the manufacturers of hog products are so anxious to buy live hogs, and naturally this desire keeps the market in its present strong position. There is another side to the question, and that is the putting away of a large portion of hog products, such as hams, shoulders, etc., at present prices for hogs might with the present heavy receipts create a different feeling with the packers, and make them hesitate about buying hogs at these high prices. The receipts at present are heavier than some of the packers anticipated, and we would not be surprised to see a change in sentiment if the large receipts continue. These heavy receipts will flood the market with large quantities of fresh pork, and under these conditions prices should break. Outside packers no doubt will be shipping fresh pork to Chicago, and during Thanksgiving and the Christmas holidays lots of poultry will be used, which will be against the fresh pork trade, and we would not be surprised to see hogs work lower."

H. C. GARDNER F. A. LINDBERG
GARDNER & LINDBERG
ENGINEERS
Mechanical, Electrical, Architectural
Specialties: Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations,
Investigations.
1134 Marquette Bldg. CHICAGO

CHEMICAL & ENGINEERING CO.
Expert Assistance
CHEMISTS BACTERIOLOGISTS
Chemical control of Packing Plants. Yearly
contracts solicited.
608 SO. DEARBORN ST. CHICAGO, ILL.

D. E. Washington, Mgr. & Chief Engr.
PACKERS ARCHITECTURAL & ENGINEERING CO.
—ENGINEERS—
PACKING HOUSES, ABATTOIRS, COLD STORAGES
Manhattan Bldg., CHICAGO, ILL.
Wm. H. Knobels, Associate Engr.
Cable Address Pacarco

John Agar Co.
Union Stock Yards CHICAGO, ILL.
Packers and Commission Slaughterers
Beef, Pork and Mutton
Members of the American Meat Packers' Association.

DOES your engineer run YOUR refrigerating plant to produce best results using an anhydrous ammonia he knows is best for YOUR interest, or

Must he produce the best results he can with an anhydrous ammonia which is purchased upon a basis OTHER than that of quality?

Your engineer knows that a guaranteed pure and dry anhydrous ammonia made from a strictly mineral base does produce best results.

Only by using such an ammonia can you reduce operating expenses.

Anhydrous **SUPREME** Ammonia

"EVERY OUNCE ENERGIZES"

Fill your requirements.

Used by most of the leading packers throughout the United States.

SUPREME means pure, dry, highest quality anhydrous ammonia.

Less power and less coal = less expense.

Better refrigeration and more satisfaction = greater efficiency.

MORRIS & COMPANY,

Chicago, U. S. Yards

OMAHA PACKING COMPANY

Beef and Pork Packers

Lard Refiners and
Sausage Manufacturers

UNDERWOOD HAMS and BREAKFAST BACON are
given a very mild sugar cure and are of delicious flavor.

U. S. GOVERNMENT INSPECTION

of all our products insures their wholesomeness, and our
"UNDERWOOD" and "YALE" brands insure

PERFECTION and CLEANLINESS
of MANUFACTURE

CHICAGO

Established 1877
W. G. PRESS & CO.
175 W. Jackson Blv'd, Chicago
PORK LARD SHORTRIBS
For Future Delivery
GRAIN Correspondence Solicited STOCKS

The Horn & Supply Co.
Leominster, Mass.
Dealers in
Horns, Hoofs, Horn Tips and Waste.
Manufacturers of
Pressed Horn and Hoof.

CHICAGO PACKING COMPANY

Beef and Pork Packers

Boneless Beef Cuts.

Sausage Materials.

Commission Slaughterers.

U. S. GOVERNMENT INSPECTION

Correspondence Solicited

UNION STOCK YARDS
CHICAGO

Double Refined

Nitrate of Soda

*Guaranteed to Meet B. A. I.
Requirements*

Plants at Chauncey, New York
and
San Francisco, Calif.

**The National Supply &
Equipment Co.**

Peoples Gas Bldg.
Chicago
Agents

November 18, 1916

CHICAGO LIVE STOCK

	RECEIPTS.			
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Nov. 6.....	19,876	1,728	43,026	35,964
Tuesday, Nov. 7.....	5,151	1,678	25,592	8,679
Wednesday, Nov. 8.....	28,111	2,191	44,366	21,341
Thursday, Nov. 9.....	8,712	1,448	37,393	15,663
Friday, Nov. 10.....	3,680	538	28,773	13,216
Saturday, Nov. 11.....	1,282	50	24,038	5,149
Total last week.....	66,812	7,633	203,188	100,012
Previous week.....	68,061	6,902	238,264	110,993
Cor. week, 1915.....	51,589	6,196	169,178	82,237
Cor. week, 1914.....	.....	.....	.....	.....

SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Monday, Nov. 6.....	3,905	376	3,227
Tuesday, Nov. 7.....	1,148	.....	752
Wednesday, Nov. 8.....	3,692	300	4,821
Thursday, Nov. 9.....	3,789	248	3,060
Friday, Nov. 10.....	1,203	186	4,642
Saturday, Nov. 11.....	69	.....	3,015
Total last week.....	15,806	1,110	19,517
Previous week.....	18,352	1,037	20,918
Cor. week, 1915.....	4,520	351	14,740
Cor. week, 1914.....	.....	.....	.....

CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Nov. 11, 1916	2,223,717	7,328,701	3,665,593
Same period, 1915.....	1,884,850	5,927,844	2,948,455
Combined receipts of hogs at eleven points:	.....	.....	.....
Week ending Nov. 11, 1916.....	653,000	.....	.....
Previous week.....	731,000	.....	.....
Corresponding week, 1915.....	571,000	.....	.....
Corresponding week, 1914.....	338,000	.....	.....
Total year to date.....	24,826,000	.....	.....
Same period, 1915.....	21,473,000	.....	.....
Same period, 1914.....	19,323,000	.....	.....

Receipts at seven points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City, St. Paul) as follows:

	Cattle.	Hogs.	Sheep.
Week to Nov. 11, 1916.....	204,300	478,700	250,200
Previous week.....	271,300	592,500	300,000
Same period, 1915.....	224,100	419,500	285,000
Same period, 1914.....	138,300	287,400	196,800
Combined receipts at seven markets for 1916 to Nov. 11, and the same period a year ago:	.....	.....	.....
1916.....	1915.....	.....	.....
Cattle.....	7,798,000	6,771,000	.....
Hogs.....	20,323,000	16,739,000	.....
Sheep.....	10,040,000	9,004,000	.....

CHICAGO PACKERS' HOG SLAUGHTER.

	Week ending Nov. 11, 1916:	1916.....	1915.....
Armour & Co.....	38,900	.....
Swift & Co.....	22,300	.....
Wilson & Co.....	15,700	.....
Morris & Co.....	18,100	.....
Hammond Co.....	9,900	.....
Western P. Co.....	12,300	.....
Anglo-American.....	12,800	.....
Independent P. Co.....	9,200	.....
Boyd-Lumham.....	8,500	.....
Roberts & Oake.....	6,600	.....
Brennan P. Co.....	8,500	.....
Miller & Hart.....	4,000	.....
Others.....	13,800	.....
Total last week.....	180,600	.....
Total corresponding week, 1915.....	217,100	.....
Total corresponding week, 1914.....	155,300	.....
Total for year 1916 to date.....	130,500	6,423,200
Corresponding period, 1915.....	5,477,409	.....

	WEEKLY AVERAGE PRICE OF LIVESTOCK.	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$10.30	\$9.65	\$8.00	\$11.05	.....
Previous week.....	10.00	9.75	7.95	10.80	.....
Cor. week, 1915.....	8.80	6.80	5.90	9.00	.....
Cor. week, 1914.....	.....	.....	.....	.....	.....
Cor. week, 1913.....	8.35	8.00	4.60	7.45	.....
Cor. week, 1912.....	8.15	7.76	4.05	7.15	.....
Cor. week, 1911.....	6.65	6.17	3.50	5.50	.....

*Closed owing to quarantine.

CATTLE.

	Good to choice steers.....	\$9.00@12.00
Yearlings, good to choice.....	9.25@11.40	.....
Fair to good steers.....	8.00@ 9.25	.....
Range steers.....	7.50@ 8.65	.....
Stockers and feeders.....	6.50@ 7.40	.....
Good to choice heifers.....	7.00@ 9.00	.....
Fair to good cows.....	5.50@ 7.25	.....
Butcher bulls.....	6.00@ 7.25	.....

THE NATIONAL PROVISIONER

FRIDAY, NOVEMBER 17, 1916.

	PORK—(Per bbl.)—	December	January	May	27.65	27.50	27.50
Cutters.....	4.50@ 5.30	.....	.....	.....	.....	.....	.....
Bologna bulls.....	5.75@ 6.25	.....	.....	.....	.....	.....	.....
Good to prime calves.....	10.00@12.00	.....	.....	.....	.....	.....	.....
Heavy calves.....	8.90@11.25	.....	.....	.....	.....	.....	.....

HOGS.

	Prime Light butchers.....	\$9.60@10.10
Fair to fancy Light.....	9.25@ 9.90	.....
Prime med. wt. butchers, 220@225 lbs.....	9.85@10.20	.....
Prime heavy wt. butchers, 225@300 lbs.....	9.90@10.25	.....
Heavy mixed packing.....	9.30@ 9.85	.....
Rough heavy mixed packing.....	9.20@ 9.45	.....
Pigs, fair to good.....	7.50@ 8.60	.....
Stags (subject to \$0 lbs. dockage).....	9.00@10.10	.....

SHEEP.

	Yearlings.....	8.50@10.25
Fair to choice ewes.....	6.00@ 7.75	.....
Feeding ewes.....	7.00@ 9.00	.....
Wethers, fair to choice.....	7.25@ 8.75	.....
Western lambs.....	10.50@11.90	.....
Feeding lambs.....	9.85@10.25	.....
Native lambs.....	10.75@11.90	.....

CHICAGO PROVISION MARKETS

Range of Prices.

SATURDAY, NOVEMBER 11, 1916.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—	.....	.....	.....	.....
December	\$27.90	\$27.95	\$27.90	\$27.95
January	27.55	27.85	27.45	27.85
May	27.55	27.70	27.42	27.70

	LARD—(Per 100 lbs.)—	December	January	May
December	17.10	17.22	17.02	17.15
January	16.42	16.57	16.40	16.55
May	16.52	16.35	16.42	16.50

	RIBS—(Boxed, 25c. more than loose) —	January	May
January	14.67	14.77	14.57
May	14.80	14.80	14.67

MONDAY, NOVEMBER 13, 1916.

	PORK—(Per bbl.)—	December	January	May
December	27.50	27.50	27.50	27.50
January	27.40	27.65	27.25	27.30
May	27.47	27.65	27.22	27.25

	LARD—(Per 100 lbs.)—	December	January	May
December	16.87	16.97	16.75	16.90
January	16.20	16.35	16.20	16.27
May	16.20	16.35	16.20	16.27

WEDNESDAY, NOVEMBER 15, 1916.

	PORK—(Per bbl.)—	December	January	May
December	27.45	27.45	27.30	27.40
January	27.10	27.35	27.10	27.22
May	27.10	27.35	27.05	27.17

	LARD—(Per 100 lbs.)—	December	January	May
December	16.87	17.10	16.85	16.85
January	16.40	16.47	16.30	16.32
May	16.32	16.45	16.30	16.32

THURSDAY, NOVEMBER 16, 1916.

	PORK—(Per bbl.)—	December	January	May
December	27.35	27.85	27.35	27.85
January	27.35	27.40	27.25	27.35
May	27.30	27.30	27.20	27.25

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Retail Section

PRESIDENT BLAMES MIDDLEMEN.

President Wilson held the middleman responsible for the high cost of foodstuffs in a speech on Tuesday, welcoming to Washington the convention of the National Grange, the first formal speech he has delivered since the election. Urging that farmers increase their output, the President said:

"We ought to raise such big crops that circumstances like the present can never recur, when men can make as if the supply was so short that the middleman could charge for it what he pleased. It will not do to be niggardly with the rest of the world in respect to its food supply."

The President did not mention recent petitions to him to declare an embargo on the exportation of foodstuffs from the United States.

TRADING STAMP LAW SUSTAINED.

In a recent decision, Judge Wolverton, in the federal court at Portland, Ore., sustained the Oregon law against trading stamps and dissolved the injunction against its enforcement. This is a clean-cut victory for the retail merchants of Oregon and means that the trading stamp concerns will be compelled to get out of the State, says The Inter State Grocer, unless an appeal is taken to the Supreme Court of the United States, which seems unlikely when it is considered that they have decided not to enter an appeal in the case just decided in Indiana, and which upheld the Indiana anti-trading stamp law.

The Oregon law is somewhat different from any anti-trading stamp law now in operation. Instead of taxing the companies and the merchants who give out stamps a stated amount annually, the Oregon statute provides that every merchant using the stamps is liable to a tax of 5 per cent. on all the money he takes in, which, naturally, they cannot afford to do, making the measure prohibitive.

In commenting on this decision some of the newspapers of Oregon say that "state and county officials will not enforce the law until the next legislature has had a chance to render its revised opinion, as a strict enforcement would ruin many merchants." Retail merchants of the state who were instrumental in having the law enacted, interpret this to mean that an attempt will be made at the next session of the legislature to have the law repealed.

It is difficult to understand just what authority a state legislature would have to "render a revised opinion" on a law already on the statute books, especially as that opinion was handed down by a federal court. The merchants propose to see that the law is strictly enforced and will also be prepared to resist any attempt made by the trading stamp companies to have the law repealed.

Under the decree just rendered, merchants who have been giving stamps, while the case has been pending, will not be required to pay the tax for that period, but from the date of the issuance of the decree will be obliged to pay it or discontinue the stamps. This is the second wallop the trading stamp companies

have had within 30 days, and indicates that the district courts will generally follow the lead of the United States Supreme Court in its decision declaring prohibitive taxing laws unconstitutional.

WHAT CLERKS CAN DO.

If you are a clerk in a retail store, do your best for the man who hires you. He pays you your wages, believing you will take proper care of the people who patronize him. All of his work, all of his investment, will go for naught unless you take care of these people and see to it that they go away thoroughly satisfied.

If you get up in the morning and do not feel right, don't carry that mood into the store with you. Remember that you are in that place to deal pleasantly with people. Do all you can to encourage them to deal there—to get their permanent trade, for your employer cannot make money on transient business—he must have steady customers.

Back away from your own job for a moment and consider what the owner of a store does to get people into that store. He studies over the right kind of goods to carry. He sees that those goods are properly displayed in the store. He pays attention to window displays because he knows that a good window display is a most effective advertisement. He inserts carefully prepared advertising in the newspapers of his town, or does other kinds of advertising to arouse interest. He arranges for a good delivery system and does everything he can to make the people of his town understand that here is a store where they can get the right goods at the right prices.

The question is, what do you do as a clerk with those people after your employer brings them into the store? Do you step briskly forward the moment a customer comes in and ask what is wanted? If so, you are attending to your job properly.

But how about the clerk who is not doing this? Does he appreciate that the loss of one customer may not mean much or seem much to him, but the loss of one customer may mean the loss of many others to the proprietor?

It isn't the profit lost on that one lost sale that counts so much—it's the loss of daily profits on daily sales for maybe a period of years.

That's what it means to your employer when you let one customer go away dissatisfied.

Yours is a job of pleasing people, and to please them you have to look well just as much as you have to do well. Your employer has a lot to think about besides the mere selling of goods. You have but one thing to do, and that is to wait on customers. Make it your business, therefore, to build up the trade for your employer by waiting on his customers as he would wait on them if he were to meet each one in person.—*Boot and Shoe Recorder.*

INVESTIGATION OF PROSPECTIVE CUSTOMER.

In order to manage the credit business so that these things can be done there must be some system for extending credit. Every merchant has a right to know something of the person to whom he is about to extend credit. He should know his occupation, where employed, how long in present position, present salary, when paid, how many in family, with whom he has traded, length of time

Tel. No.
Name of Employer
Add.
Present Wages
When Paid
How Long in Present Position
How many in Family
Last Traded With Whom
Add.
References
Signed
Add.
Limit of Credit
Remarks

Credit card to be filled out by the prospective customer.

credit is wanted, and also references. In order to do this the merchant should have some credit cards printed and when a person seeks credit he should be required to fill out one of these cards. Then if the merchant thinks him good enough to investigate he should call upon the references. Then if the grocer considers the prospective customer a good risk it should be understood that the bill must be settled in full on each pay day and if it is not, credit should be cut off until a satisfactory reason is given for the failure to meet the obligation. The merchant should have a definite time for all bills to become due, then see to it that they are settled or some satisfactory reason given. Have it understood that six per cent. interest will be charged on all overdue accounts.

If the retail merchants will follow out this system of extending credit then there will not

be so much harping about changing from credit to cash and the retail merchant will be better off.—National Grocer.

LOCAL AND PERSONAL.

A new meat and grocery market will be opened at 838 East Race street, Shamokin, Pa., by Michael Leshock.

Frank Kightlinger has sold his meat market in Gilman, Iowa, to Gurney Talbott.

Farah & Khouri have opened a meat and grocery market at 2202-04 Lewis street, Flint, Mich.

Frank Karpp's meat market in Berlin, N. Y., has been damaged by fire.

The Geckler meat market at 518 Heaton street, Hamilton, Ohio, has been purchased by Schwartz & Harroll, and will be run in connection with their other store at 804 Heaton street.

J. E. Derry has opened a meat market at the corner of Second and Ellsworth streets, Albany, Ore.

Ed. Dare has bought the meat market in Farley, Iowa, formerly conducted by Hess & Butcher.

A voluntary petition in bankruptcy has been filed by Richard D. Keep, a meat dealer in Wilton, Me. Liabilities, \$2,811.64 and assets \$1,350.

A butcher shop has been opened at Mechanicsburg, Ohio, by Chas. B. Wing.

P. R. Howes has sold his grocery and meat market in Provincetown, Mass., to Alfred Weeks.

MacIntyre & Muir, who have conducted the Center Market, Thomaston, Conn., for several years, have dissolved partnership, Mr. Muir selling his interest to his partner.

H. S. Bradshaw has purchased the Cold Storage Market in Garfield, Wash., from J. O. Broyles.

Ray Maxwell has sold his interest in the Maxwell & Foreman meat and grocery market in Fairfield, Iowa, to George Cochran.

Asa R. Pickard, formerly in the meat business, died at his home in Bangor, Me., after a long illness.

Earl Gay's meat market in Lexington, Tex., has been destroyed by fire.

Arthur Seessel has opened his new market at 18 North Second street, Memphis, Tenn., and will handle meats, groceries, vegetables, fish, etc.

The new Public Market in the Fagan block, Middletown, Conn., has been opened.

Arthur W. Trainer, aged 50, formerly in the provision business, died at his home, 68 Readville street, Hyde Park, Mass., from heart trouble.

The meat market of Herman Hannock in Riverton, Neb., has been destroyed by fire.

Joe Shiflett, of Marshall, Okla., has opened a butcher shop in Bison, Okla.

Fred Thorpe will move his meat market into the Larkin building, on Douglas avenue, Ellsworth, Kan.

E. R. Hinderer has engaged in the meat and grocery business at Santa Monica, Cal.

The West Side Meat & Grocery Company, Inc., Salt Lake City, Utah, has succeeded to the business of E. H. Rich.

S. Temple is about to reopen the Central Market in Muskegon, Mich.

Long Brothers have closed out their stock of meats in Petoskey, Mich., and moved to Lansing.

R. Dirteen, of Grand Rapids, will engage in the meat business at Middleville, Mich.

Harry L. Knickerbocker has been succeeded

in the meat and grocery business at Lansing, Mich., by Silas E. Jordan.

Wm. J. Noveskey has purchased the meat business of Arthur Frye in Lansing, Mich. G. G. Hamilton has sold out his butcher shop in Climax, Mich., to Charles Jones.

P. A. Engwall will move his meat market to its new location in the Isaacson building, Madrid, Ia.

G. T. Hall has been succeeded in the meat business at Ilo, Ida., by W. Huber and Ernest Huber.

The Model Market at East Troy, Wis., will be opened by C. Baer, who conducts a general store at Vernon, Wis.

The Tintic meat market in Eureka, Utah, has been damaged by fire.

Paul Kohler will open a meat market in Mankato, Minn.

The meat market at 2500 Fifth avenue, Rock Island, Ill., formerly owned by William J. Oakley, has been purchased by John Meeker.

Aug. Keitel has opened a meat market in Mandan, N. D.

Charles C. Young has sold his meat market in Pulaski, Tenn., to Geo. T. McGrew.

The Champion Grocery Market at 55 N. Sandusky street, Delaware, Ohio, has added a dusky department to their store.

The new firm, Matsen & Frickson, who recently purchased the Coleman & Johnson grocery at 103 West Main street, Marshalltown, Iowa, have named this store the Enterprise Cash Grocery & Meat Market.

C. F. Nightlinger has sold his meat market in Gilman, Iowa, to G. Talbot.

J. J. Kennedy opened a meat market in Newhall, Iowa.

M. B. Kesterson bought a meat market in Broadlands, Ill.

Julius Johnson sold his meat market in Winger, Minn., to C. Carlson.

A meat market has been opened in Boulder, Mont., by F. A. Cooper.

A. H. Kelly will open a meat market in Clearmont, Neb.

Ferdig & Case will open a meat market in Decatur, Neb.

Wm. Southwell sold out his butcher business in Lewellen, Neb., to James Saxon.

W. E. Dreyfus has sold out his meat market in Marquette, Neb., to John Christensen.

A. Horrath has sold his meat market in Naponee, Neb., to Bruce Francisco.

George Henery will open a meat market in Burlington, Wis.

Ed. Buzard, Sr., has sold out his interest in the meat firm of Buzard & Shontz, Columbian, Ohio, to Clarence Shontz, and the firm will be known as Shontz & Son.

Ed. Willette bought the Beryl Dodge interest in the Dodge Brothers meat market at Chippewa Falls, Wis.

Sweeney & Domian, meat dealers at Hortonville, Wis., have dissolved partnership, George Domian continuing the business.

Soelch & Kastner, who conduct a meat market at Madison, Wis., have dissolved partnership. John W. Kastner will continue in the business.

A meat market has been opened in Hugo-ton, Kan., by T. A. Quillen.

The Shire Meat Market in Lincoln, Kan., has been purchased by A. E. Heller.

J. A. Niles has opened a meat market in Beaver, Okla.

A meat market will be opened in the Hirt building, at Main and Palmer streets, Pawhuska, Okla., by Harry Hicks and Lyle Meeks.

J. W. Woolis has opened a meat market at Eighth and Sunflower streets, Coffeyville, Kan.

A. H. Hunter has leased his meat market in Sylvan Grove, Kan., to Kreps & Skaggs.

R. D. Kivett has sold his meat market in Aurora, Kan., to Joseph Le Clair.

The Parlor Meat Market, Clyde, Kan., is now managed by Hector Longton.

FINE TRIP IN A KISSELKAR.

George H. Wise, 75 years young, is the hero of an 8,000-mile automobile trip, from San Diego, Cal., to his boyhood home at Machias, Me., and back to San Diego. Young Mr. Wise declared at the finish that the trip was worth waiting 75 years for and that he had just as soon take it again. An interesting feature of the long cross-continental journey was that the Hundred Point Six Kissel Kar in which Mr. Wise traveled, was driven the entire distance by a woman, Mrs. Charles H. Otto. Mr. Otto and two children were the other members of the party. The venture was solely for pleasure and there was no attempt to make time. The car left San Diego on May 17 and reached its eastern destination on July 8. It started back to the Pacific Coast on August 17 and checked in at San Diego October 18. All the principal points of interest were visited en route. Every kind of road, from mountain trails to city boulevards was encountered, but the car took them as they came and reached home in excellent condition, as did its occupants.

Wanted--Calf Rennets

TO BUTCHERS AND PACKERS:

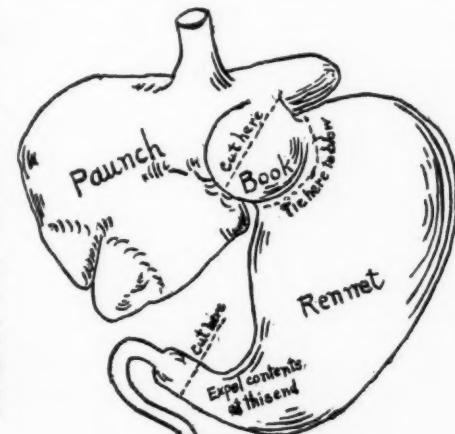
We are in the market for large quantities of Domestic Calf Rennets, prepared for shipment by blowing and drying or in the green state, cut open and packed flat in salt. Butchers and Packers will find it profitable to save the stomachs of all young calves slaughtered, and we will be pleased to hear from any party having a quantity of such goods to offer. We pay the freight charges on all shipments. Circulars giving the most approved methods of handling rennets in either the dry or salt form will be sent on request.

Yours truly,

Chr. Hansen's Laboratory, Inc., Little Falls, N. Y.

Manufacturers of

Chr. Hansen's Danish Rennet Extract, Danish Butter Color and Danish Cheese Color. Lactic Ferment Culture for ripening Cream in Butter Making and Milk in Cheese Making. Rennet Tablets and Cheese Color Tablets for Farm Cheese Making.



New York Section

Brooklyn master butchers are vigorously prosecuting violators of the Sunday closing law in their neighborhood.

J. C. Robertson, of Wilson & Company's condiment and preserve department at Chicago, was a New York visitor this week.

The annual entertainment and ball of the Strauss & Adler employees occurs on Friday evening, December 1, at the Central opera house.

Max Phillips, the veteran casings salesman, is about to open a butchers' and sausage-makers' supply house in Brooklyn, probably on Flushing avenue.

Swift & Company's sales of beef in New York City for the week ending November 11, 1916, averaged as follows: Domestic beef, 11.17 cents per pound.

Herman O. Binninger, 46 years old, a meat dealer in Brooklyn, died Monday at his home, 430 Seventy-sixth street, Bay Ridge, leaving a widow, a son, and a daughter.

Calfskin prices went up again this week, No. 1 skins being quoted at the record price of 60 cents, which is 300 to 400 per cent. above what they were a few years ago. Butchers certainly could not complain of returns on this score.

C. W. Lawrence, assistant to Credit Manager A. C. Dean, of Swift & Company in New York, Branch House Manager C. E. Heller, of Atlantic Avenue, Brooklyn, and Manager P. C. Shaw, of the Flushing house, were in Chicago during the past week.

Joseph Nagle died last week after a brief illness at his home, 229 Baltic street, Brooklyn. He was born in Brooklyn and for the past five years had been engaged in the retail butcher business at Hicks and Warren streets. Mr. Nagle is survived by his widow and a sister.

H. G. Clark, of the Swift produce department at Chicago, is again in New York after a short visit to headquarters. W. J. Wilson, of the branch house department at Chicago, was also in New York this week. F. W. Mehlhop, of the glue department, was another visitor.

The Wilson & Company autocar, which made the trip from Chicago to New York, was sent on a tour through New England last week, and this week started out through Pennsylvania to show what could be done in the way of transporting Wilson products overland.

Edward H. Hauff, a retired meat dealer, in business on Myrtle avenue, Brooklyn, for many years, and who had recently been a resident of Farmingdale, died Wednesday of cancer of the stomach in the Memorial Hos-

pital, Manhattan, at the age of 64. He leaves a son, Edward, and two daughters.

Fifteen hundred kosher butchers employed in seven hundred shops in this city went on strike Sunday, and it was predicted that the number will be increased in a few days to 4,000, affecting 1,600 shops. The men are demanding a general wage increase of 20 per cent. with a minimum of \$15 a week.

Under the supervision of Lucius P. Brown, of the Bureau of Foods and Drugs of the Department of Health, a special squad of inspectors this week visited dealers and jobbers in cold storage eggs to see that cases containing the eggs, as well as cartons and bags in which they were distributed, were stenciled with the words "cold storage." In addition, cases must be placed in full view of customers and notices that cold storage eggs are sold there posted in the stores.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending November 11, 1916, by the New York City Department of Health:

Meat.	Manhattan,	176 lbs.; Brooklyn,	19,097 lbs.; Richmond,	19 lbs.; total,	19,292 lbs.
Fish.	Manhattan,	1,127 lbs.; Brooklyn,	18 lbs.; Queens,	16 lbs.; total,	1,161 lbs.
Poultry and Game.	Manhattan,	2,667 lbs.; Brooklyn,	5 lbs.; Richmond,	10 lbs.; total,	2,682 lbs.

Commission men this week predicted that turkeys would come high this Thanksgiving. Several of them declared the ultimate consumer would be lucky if he only had to pay 35 cents a pound. Some of the retail men claimed that the real Thanksgiving shipments had not commenced and that those turkeys which were appearing in the market were not reassuring as to quality. They also alleged that there were many "old toms" being sold. The price, commission men say, can be laid to the general increase in the cost of living.

ROVERSI LEAVES WILSON & CO.

It was announced this week that L. J. Roversi had resigned his position as head of the hide and by-product department of Wilson & Company in the East, to take effect December 1. He leaves to take charge of the by-product import business of large foreign interests with plants in South America and Australia. He will be their American and Canadian representative for all products except beef and mutton, and will be located in New York.

Mr. Roversi made his change with regret and only after long consideration, since he had never worked for anybody else. He started with the S. & S. Company as a young man, and had been with them for more than 15 years, working up from the bottom and making friends everywhere as he went along. Officials of the company expressed equal regret at losing him. He will be succeeded in the by-product department by Mr. J. Schmitt, who has been with the company for 22 years, and has lately been assistant to Superintendent Gerber.

FIRST ARMOUR NEW YORK BANQUET.

The first annual banquet of the selling organization of Armour & Company in the New York territory was held last Friday evening, November 10, at the Biltmore Hotel. Some 65 executives and branch house managers sat down to the spread in a beautifully-decorated private dining room, celebrating the close of a most successful trade year for their organization, and "boosting" for even greater results for the year to come.

Superintendent F. W. Lyman acted as toastmaster for the evening, and kept things moving along at a lively rate from the start of the evening.

The dinner was followed by several speeches. Superintendent Lyman extended to those present his appreciation of the efforts put forth during the fiscal year just closed, and voiced his satisfaction on the results shown. There was considerable of a personal sentiment in what Superintendent Lyman said, which was appreciated by all present. He also spoke on what would be expected during the coming year.

The next speaker was J. W. Casey, assistant general branch house superintendent, who made the trip from Chicago to be present. Mr. Casey arrived in town a few hours before the dinner was scheduled, and left immediately after. In his talk he devoted himself to the problems of the present day salesman on the firing line, and called attention to the fact that, whereas there are 500 separate and distinct authoritative views on the success of a salesman, he gave it as his opinion that the successful salesman of the future will be the one that thoroughly acquaints himself with the line of goods he is selling, and when he has done this and finds himself backed up by the Armour quality products as they are endorsed by the oval label, his future will be assured.

J. A. Kerr, manager of the provision department in New York, was the next speaker, and he very appropriately reviewed the various changes which have taken place in the New York organization since he had been on the territory. Mr. Kerr recalled the lack of facilities and the hardships that were endured previous to the present well-equipped branch houses that this company has constructed.

A. F. Barclay, general credit man of the company in the East, reviewed the past year's work from credit man's standpoint, and expressed his appreciation of the co-operative spirit that existed, and also brought out the fact that business in general at the present time is being carried along under the influence of abnormal forces, and whereas a continuation of the present conditions were expected for a certain time, looking into the future, it is only a question when steps will have to be taken to properly protect and fortify against depression in business.

The affair was endorsed by everyone present as being most successful, and it has been decided to make it an annual event hereafter. A telegram was read from Mr. P. D. Armour at Chicago in which he expressed his regrets having found it at the last moment that he

would be unable to be present. Mr. Lyman in conclusion announced that the second annual ball of the employees of the New York organization would be held on the evening of January 27, 1917, in the new ball room at Reisenweber's, Fifty-seventh street and Eighth avenue.

Following is a list of those present at the banquet: F. W. Lyman, J. W. Casey, T. J. McCormack, S. B. Morse, L. Joseph, A. F. Barclay, A. Lester, J. E. Kooser, H. G. Mills, C. H. Wilson, W. VonBargen, J. A. Kerr, B. M. Walmsley, C. R. Bell, C. L. Jones, C. R. Houston, A. Adams, J. F. Pierce, W. E. Graham, F. W. Murphy, G. McCormack, A. Klein, G. A. Schober, F. Brooks, J. Stewart, L. O. Peterson, T. F. Hart, E. Alexander, P. S. McCabe, L. Bernstein, J. A. Moran, B. W. Stitt, D. Graham, R. Dunne, J. H. Edmondson, Al. Cradduck, J. Westervelt, H. E. Dustin, W. Henry, W. Reardon, F. Keppler, H. A. Russell, J. H. McMahon, J. N. Brown, W. D. Hauser, W. Donaldson, H. W. Waddell, F. S. Peters, E. J. Tierney, H. A. Griggs, J. C. Leddy, J. Fallon, U. P. Adams, W. J. Calloway, A. D. Sullivan, C. R. MacDonald.

DECREASE IN OUR BEEF EXPORTS.

(James E. Poole, in *The Breeders' Gazette*.)

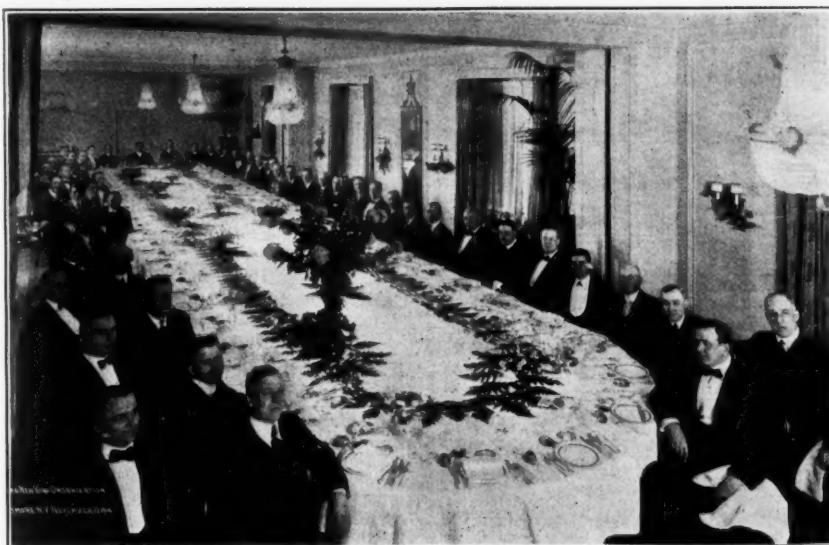
While Europe has materially increased its purchases of hog product during the past year export statistics show a decided contraction in beef trade, both fresh and canned. Experience has taught military authorities that pork in its various forms is the more economical army ration, and this is indicated by reduced exports of canned beef.

Argentina has so far been able to satisfy most of the British and French demand for fresh beef, but the long drouth in that country is likely to create a broader European outlet for beef manufactured in the United States. There is no sign of cessation of Europe's demand for hog product and it is doubtful if the end of the war would exert a repressive influence.

September returns show that only 6,668,567 pounds of fresh beef were exported during that month, the output during the first nine months of the current year being 138,223,053 pounds, against 207,255,532 pounds last year. Canned beef demand has recently shown signs of revival, September exports being 3,562,894 pounds, against 1,313,910 last year, but the nine-month output of that commodity was only 39,191,437 pounds, against 61,116,625 last year. Nine-month exports of corned beef this year were but 22,852,066 pounds, against 35,032,026 last year.

Exports of hog product show gains that explain the healthy condition of the hog market. This is especially noticeable in the case of bacon, of which 48,318,883 pounds were exported in September, against 42,724,835 a year ago. Nine-month exports of bacon were 423,423,995 pounds, against 368,888,455 pounds last year; of lard 324,321,026 pounds against 344,262,736; of hams 209,407,303 pounds against 207,794,205, and of pickled pork 84,559,981 pounds, against 48,261,075 last year. Of live stock exports were light, the value of cattle, hogs and sheep sent out of the country during the nine-month period being only \$714,313, against \$2,546,534 last year. Combined exports of meat and dairy products for the nine months were valued at \$195,688,049, against \$189,262,443 last year.

Figures showing imports of live stock and



FIRST ANNUAL DINNER OF THE ARMOUR STAFF IN NEW YORK TERRITORY.

meats have been compiled only to the end of August. During the eight months ending with that period imports of beef were 32,702,128 pounds, valued at \$3,300,195, against 82,192,260 pounds, valued at \$7,436,794 last year and 191,306,050 pounds valued at \$16,747,890 in 1914.

Much of this stuff came from South America en route to Europe. Canada is credited with 4,968,794 pounds and Argentina with 20,372,861 pounds. Two years ago during the same period Canada sent 8,141,000 and Argentina 70,848,289 pounds. In 1914 Uruguay contributed 35,079,391 and Australia 24,334,853 pounds of beef to the United States supply. This year Uruguay has sent but 119,000 pounds and Australia has disappeared from the trade.

Imports of mutton for the eight months were 16,387,703 pounds, mostly from Argentina, making total fresh meat imports 49,460,432 pounds, against 92,462,716 during the first eight months of 1915 and 219,499,798 in 1914. The total value of import meat and dairy products during that period was \$16,328,843, against \$20,265,118 last year and \$36,141,614 in 1914.

Imports of live stock have also dwindled. During the eight-month period only 123,879 cattle, valued at \$3,600,117 entered the country, against 304,225, valued at \$8,884,119 last year and 470,261, valued at \$10,522,287 in 1914. The effect of the Mexican revolution on the cattle business of that country is indicated by the fact that during the first eight months of 1914 it sent 386,303 cattle to the United States, against 53,986 this year. Canada's contribution was 69,177 this year, against 82,630 last year and 82,579 in 1914, but this business was due largely to activity by American stock cattle traders, who have scoured the Canadian west for young stuff to replenish ranges in Montana and other grazing states. Only 37,842 sheep, mostly Mexican ewes, were imported during the eight months, against 101,362 last year and 131,893 two years ago.

Imports of live hogs from Canada have practically ceased, and we have been sending thousands of dressed carcasses to Canadian bacon-curing plants.

HIDE AND SKIN MARKETS.

(Continued from page 30.)

Held nominal at 30@31c. Buffs are steady at 26@26½c. and some talking up to 27c. for business. All kinds of prices are talked for car lots of all weights New York State hides. Some dealers' views are up to 27c. flat, but possibly this figure would be shaded if actual bids were made. Canadians are strong, especially on extremes, which are being held at 28½@29c. asked. Hides, 25 lbs. and up, last sold at 26½@27c. and 27½c. now asked. Southerns are strong and held at 25½@26c. flat asked for far southerns; northerns are talked up to 28c. for regular lots with some free of ticks; hides held up to 28½c. asked.

WET SALTED HIDES.—The market continues strong and extreme prices talked on all descriptions. Offerings of frigorifico steers are being made here at 38c. for leading sorts. Some sales have been effected early in the period at lower prices. La Blanca, Sansinena and Armour each sold 5,000 steers at 35½c., also 2,000 Sansinena cows changed hands at 34½c. It is understood that American tanners operated on the above mentioned hides. La Plata also reports selling from Boston some 8,000 steers at 37½c. Offerings are still noted of 4,000 Montevideo steers under salt October 31 at .36c.

Boston.

Hide quotations are wholly nominal. The whole market is strong and excited. Brokers could dispose of more hides if they had the offerings. As it is now tanners are still anxious for goods and are paying the full asking prices. Ohio extremes have brought the record price of 30c. and are being talked as high as 31c. The market on Ohio buffs is steady at 26@26½c. with some talk of 27c. In this section of the country buffs are not in very big demand. Most of the dealers are disposing of their heavy weight stocks by selling 25-30's. Far southern hides are quoted at 26c. for all weights and 26½c. for extremes. These are both branded and ticky. Middle southern hides which run ticky are held at 27c. for all weights and 27½c. more for extremes. Northern southern with a small percentage of ticks are quoted at 27½c. for all weights and extremes 28½c. Northern southern extremes guaranteed free of ticks are quoted 29c. flat. The Canadian market holds strong at 28½@29c. for extremes. All weights are quoted 27½c. with last sales at 27c.

Calfskin prices are nominal. All offerings are quickly taken up, but the actual transactions are so small that it is impossible to get any definite price. The market is quoted by some at \$3.50 for 5 to 7, \$4 for 7 to 9, \$4.50 for 9 to 12. These prices seem low compared with the recent asking prices of New York city skins at \$5 for 5 to 7.

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November 18, 1916

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, ordinary to fairly prime.....	\$7.50@10.00
Bulls	5.00@ 7.15
Cows	3.30@ 6.60

LIVE CALVES.

Live calves, common to prime, per 100 lbs. 10.00@14.50
Live calves, grassers
Live calves, fed
Live calves, culs, per 100 lbs..... @ 9.00

LIVE SHEEP AND LAMBS.

Live lambs, ordinary to fair..... 11.50@12.30
Live lambs, yearlings
Live lambs, culs
Live sheep, ewes
Live sheep, culs

LIVE HOGS.

Hogs, heavy	@10.10
Hogs, medium	@10.10
Hogs, 140 lbs.....	@ 9.80
Pigs	@ 9.60
Roughs	@ 8.75

DRESSED BEEF.

CITY DRESSED.
Choice native heavy
Choice native light
Native, common to fair..... 13 @14

WESTERN DRESSED BEEF.

Choice native heavy	15 @15 1/2
Choice native light	@15
Native, common to fair	@14
Choice Western, heavy	@14 1/2
Choice Western, light	@12 1/2
Common to fair Texas..... 10 @10 1/2	
Good to choice heifers	@11
Common to fair heifers	@10
Choice cows	@10
Common to fair cows	@ 9 1/2
Fleshy Bologna bulls	9 @10

BEEF CUTS.

Western. City.
No. 1 ribs..... 18 @20 18 @20
No. 2 ribs..... 14 @15 15 @17
No. 3 ribs..... 11 @11 1/2 12 @14
No. 1 loins..... 18 @20 20 @21
No. 2 loins..... 14 @15 14 @17
No. 3 loins..... 11 @11 1/2 12 @14
No. 1 hinds and ribs..... 17 @18 17 1/2 @18
No. 2 hinds and ribs..... @18
No. 3 hinds and ribs..... @14 13 @15
No. 1 rounds..... @13 12 1/2 @13
No. 2 rounds..... @11 1/2 12 @12
No. 3 rounds..... @10 1/2 11 1/2 @12
No. 1 chuck..... @13 12 1/2 @13 1/2
No. 2 chuck..... @11 11 @13
No. 3 chuck..... @ 9 1/2 9 1/2 @12

DRESSED CALVES.

Veals, city dressed, good to prime, per lb. 20 @20 1/2
Veals, country dressed, per lb..... 18 @18 1/2
Western calves, choice
Western calves, fair to good..... 13 1/2 @14 1/2
Grassers and buttermilks..... 12 @12 1/2

DRESSED HOGS.

Hogs, heavy	@12 1/2
Hogs, 180 lbs.....	@12 1/2
Hogs, 160 lbs.....	@13 1/2
Hogs, 140 lbs.....	@13 1/2
Pigs	@13 1/2

DRESSED SHEEP AND LAMBS.

Spring lambs, choice
Lambs, choice
Lambs, good
Lambs, medium to good
Sheep, choice
Sheep, medium to good
Sheep, culs

PROVISIONS.

(Jobbing Trade.)
Smoked hams, 10 lbs. avg..... @21 1/2
Smoked hams, 12 to 14 lbs. avg..... @21 1/2
Smoked hams, 14 to 16 lbs. avg..... @21
Smoked picnics, light
Smoked picnics, heavy
Smoked shoulders
Smoked bacon, boneless
Smoked bacon (rib in)
Dried beef sets
Smoked beef tongue, per lb..... @28 1/2
Pickled bellies, heavy

THE NATIONAL PROVISIONER.

FRESH PORK CUTS.

Fresh pork loins, city	19 @20
Fresh pork loins, Western	18 @19
Frozen pork loins	16 @17
Fresh pork tenderloins	25
Frozen pork tenderloins	24
Shoulders, city	16
Shoulders, Western	15
Butts, regular	18
Butts, boneless	20
Fresh hams, city	17 @18
Fresh hams, Western	17 @17
Fresh picnic hams	12 1/2 @13 1/2

BONES, HOOFs AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 lbs.	85.00@ 90.00
Flat shin bones, avg. 40 to 45 lbs. per 100 lbs.	75.00@ 80.00
Black hoofs, per ton.....	@ 45.00
Striped hoofs, per ton.....	@ 55.00
White hoofs, per ton.....	75.00@ 80.00
Thigh bones, avg. 85 to 90 lbs. per 100 lbs.	@120.00
Horns, avg. 7 1/2 oz. and over, No. 1's..... 140.00@170.00	
Horns, avg. 7 1/2 oz. and over, No. 2's..... @ 75.00	
Horns, avg. 7 1/2 oz. and over, No. 3's..... @ 50.00	

BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd. 19 @22.
Fresh steer tongues, untrimmed
Fresh cow tongues..... 16
Calves' heads, scalded
Sweetbreads, veal
Sweetbreads, beef
Calves' livers
Beef kidneys
Mutton kidneys
Livers, beef
Oxtails
Hearts, beef
Rolls, beef
Tenderloin, beef, Western..... 30 @35.
Lamb's fries
Extra lean pork trimmings..... 20c.
Blade meat

BUTCHERS' FAT.

Ordinary shop fat	@ 5
Suet, fresh and heavy	@ 8
Shop bones, per cwt.	25 @35

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle..... *
Sheep, imp., medium wide, per bundle..... *
Sheep, imp., medium, per bundle..... *
Sheep, imp., narrow, per bundle..... *
Hog, free of salt, tan, or blus., per lb. f. o. b. New York..... @30
Hog, extra narrow, selected, per lb.
Hog, middles
Beef rounds, domestic, per set. f. o. b. New York..... @13
Beef rounds, export, per set. f. o. b. New York..... @18
Beef bungs, piece, f. o. b. New York..... @15
Beef middles, per set. f. o. b. New York..... @40
Beef weasands, No. 1s, each..... @ 7 1/2
Beef weasands, No. 2s, each..... @ 4
Beef bladders, small, per doz.

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

SPICES.

Pepper, Sing., white	22 1/2 24 1/2
Pepper, Sing., black	18 1/4 20 1/4
Pepper, Penang, white	22 24
Pepper, red	20 23
Allspice	6 1/2 9
Cinnamon	21 25
Coriander	12 14
Cloves	20 23
Ginger	18 21
Mace	61 65

SALTPETRÉ.

Refined	31 @32
GREEN CALFSKINS.	
No. 1 skins	@ .60
No. 3 skins	@ .28
Branded skins	@ .52
Ticky skins	@ .52
No. 1 B. M. skins	@ .58
No. 2 B. M. skins	@ .21
No. 1, 12 1/2-14.....	@ 5.75
No. 2, 12 1/2-14.....	@ 5.50
No. 1 B. M., 12 1/2-14.....	@ 5.50
No. 2 B. M., 12 1/2-14.....	@ 2.45

No. 1 kips, 14-18	@ 6.00
No. 2 kips, 14-18	@ 5.75
No. 1 B. M. kips, 14-18	@ 5.75
No. 2 B. M. kips	@ 2.25
No. 1 heavy kips, 18 and over	@ 6.50
Branded kips	@ 4.75
Heavy branded kips	@ 5.75
Ticky kips	@ 4.75
Heavy ticky kips	@ 5.75

DRESSED POULTRY.

TURKEYS.
Dry-packed, 12 to box—
Young toms, dry-picked, fancy
Young hens, dry-picked, fancy
Young hens and toms, mixed, dry-pk'd., fancy
Young hens and toms, mixed, dry-pk'd., to good
Young hens and toms, mixed, dry-pk'd., common
Old hens
Old toms
Old toms, scalped
Old toms, dry-picked

Barrels—iced—
Philia and L. I., fancy, 3 to 4 lbs. to pair
Philia and L. I., fancy, 3 to 4 lbs. to pair
Va. milk fed, broilers
Western, dry-pk'd., 3 to 4 lbs. to pair
Western, corn fed, 8 and over lbs. to pair

FOWLS—12 to box, dry-packed—
Western, boxes, 60 lbs. and over to doz., dry-pk'd.
Western, boxes, 48 to 55 lbs. to doz., dry-pk'd.
Western, boxes, 4 to 4 1/2 lbs. dry-picked
Western, boxes, 43 to 47 lbs. to doz., dry-pk'd.
Western, boxes, 36 to 42 lbs. to doz., dry-pk'd.
Western, boxes, under 30 lbs. to doz., dry-pk'd.

Fowl—Barrels—iced—
Western, boxes, 5 lbs. and over
Western, boxes, 4 to 4 1/2 lbs. dry-picked
Old Cocks, per lb.
Southern and S. W., large

Other Poultry—
Squabs, prime, white, 10 lbs. to doz.
per doz.
Long Island fresh ducklings
Geese, Western, fancy

LIVE POULTRY.

Chick

